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WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE

Charles Sawyer, Secretary

BUREAU OF THE CENSUS

Roy V. Peel, Director

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JANUARY 1952

UNIVERSITY OF ILLINOIS

FOR RELEASE
MARCH 5, 1952

SALES AND INVENTORIES

Sales and inventory trends contained in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 4,122 wholesale establishments in various lines of business. Attention is invited to the fact that beginning with this edition the base period for the index in the chart shown below is being changed from 1939 to 1948 - the year covered by the latest Census of Business recently completed.

SALES

Sales of wholesalers during January 1952 dropped 6 percent below the level of the previous month. Compared with January a year ago, however, sales showed an even larger decline, 15 percent.

Regionally, only the West North Central division, up 2 percent, noted a gain over December sales. All other geographic divisions followed the national trend with sales below the previous month as well as under January a year ago. The Middle Atlantic region, down 17 percent from December and 20 percent below January 1951 sales, experienced the heaviest declines.

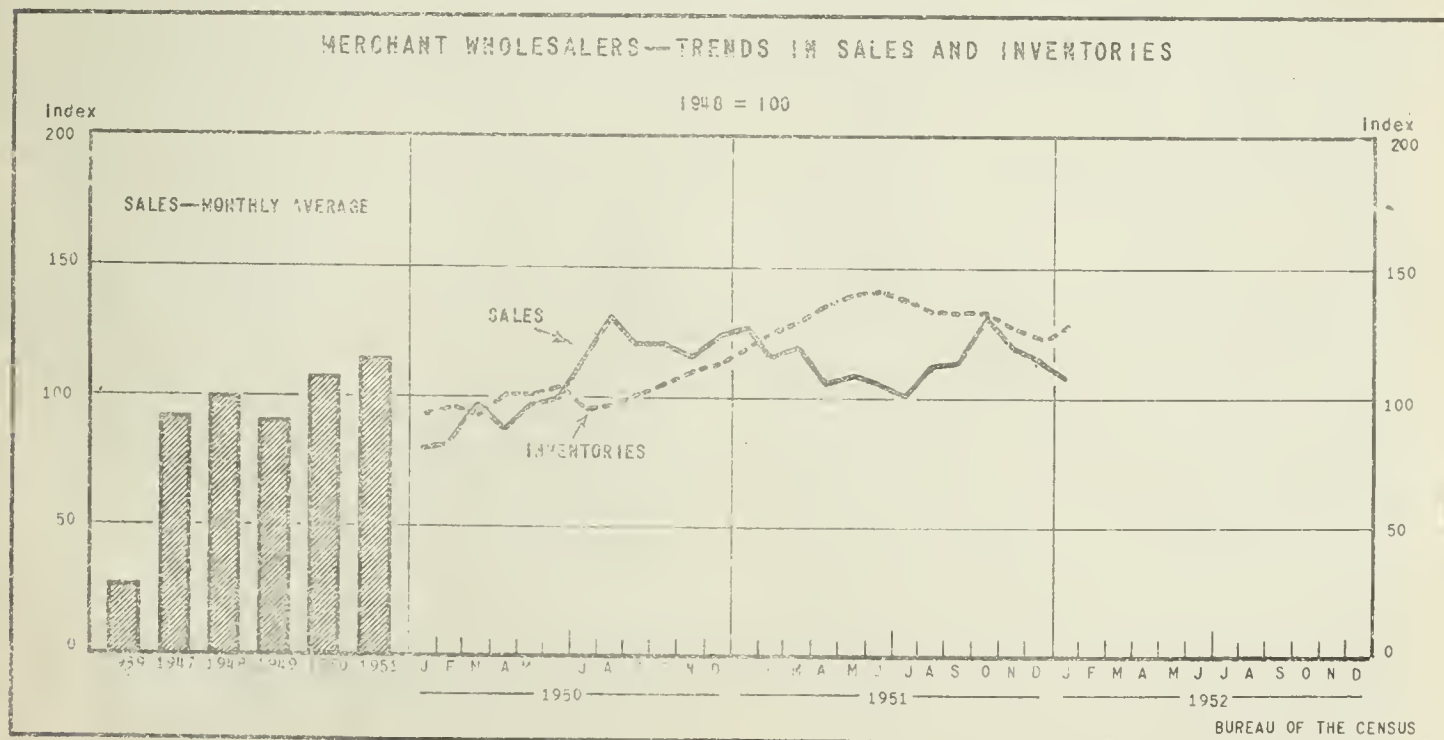
Most trades covered in this report indicated gains over the previous month, with dry goods wholesalers reporting the principal increase, 31 percent. However, 13 trades experienced sales declines, substantial decreases being noted in jewelry (58%), wines and spirits (43%) and the electrical group (20%). Compared with January a year ago, most trades indicated lower sales, with electrical appliances and specialties showing the sharpest drop, 48 percent. Fresh fruits and vegetables, with an increase of 22 percent, led the 11 trades reporting increases over January sales a year ago.

INVENTORIES

Wholesale inventories (at cost) rose 2 percent above the December stock level and were 9 percent higher than stocks on hand January 31, 1951. All but two regions--New England and Middle Atlantic--indicated small gains over the previous month. While the West North Central region showed a slight (1%) decline, all other regions reported inventory gains of 4 to 17 percent over a year ago. Based on the reports of the 3,147 establishments submitting inventories in conjunction with sales, the January stock-sales ratio of 176 was 15 points higher than the previous month and 39 points over January 1951.

RETAIL

January sales of large retail stores, as presented in the Bureau's Monthly Retail Trade Report, were 25 percent under December and 13 percent below January of last year.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

JANUARY 1952

(Data are shown by geographic division, where possible without disclosure of individual operations)

Geographic division and kind of business	Sales				Inventory, end-of-month (at cost)				Stock-sales ratios ¹		
	Percent change		January 1952 panel		Percent change		January 1952 panel		Jan. 1952	Jan. 1951	Dec. 1951
	Jan. 1952 from Jan. 1951	Jan. 1952 from Dec. 1951	Number of estab- lishments reporting	Reported dollar values (add 000)	Jan. 1952 from Jan. 1951	Jan. 1952 from Dec. 1951	Number of estab- lishments reporting	Reported dollar values (add 000)			
United States, total.....	-15	-6	4,122	\$761,459	+9	+2	3,147	\$1,086,531	176	137	161
New England.....	-14	-10	243	33,581	+17	0	169	39,888	155	115	145
Middle Atlantic.....	-20	-17	742	145,920	+7	0	527	166,770	159	119	129
East North Central.....	-12	-3	825	143,495	+7	+2	668	174,367	142	117	133
West North Central.....	-18	+2	494	94,797	-1	+3	381	155,765	195	161	197
South Atlantic.....	-12	0	502	85,870	+7	+5	398	118,029	165	135	152
East South Central.....	-12	-3	203	32,421	+4	+6	153	46,225	172	145	156
West South Central.....	-11	-4	384	68,592	+15	+2	301	107,906	190	147	174
Mountain.....	-16	-6	165	23,581	+12	+4	134	35,393	171	129	154
Pacific.....	-19	-9	514	104,145	+14	+2	366	153,252	194	134	173
Automotive supplies.....	-21	+3	335	17,867	+12	0	196	19,131	250	208	235
New England.....	-14	+14	12	400	+3	0	7	475	337	266	363
Middle Atlantic.....	-18	-9	54	1,365	+22	-1	49	3,336	286	194	271
East North Central.....	-16	-12	69	3,599	+7	+2	57	5,634	230	203	167
West North Central.....	-11	+4	67	4,488	+5	-6	18	2,805	217	201	293
South Atlantic.....	-28	+35	24	2,775	+14	0	17	1,683	319	245	321
South Central.....	-39	+28	11	1,923	+28	-3	5	788	248	158	205
Mountain.....	-8	-5	25	903	+10	+3	15	1,005	305	271	262
Pacific.....	-18	-10	73	2,414	+19	+1	28	3,355	241	211	287
Electrical group, total.....	-29	-20	662	130,937	+38	+3	585	235,411	195	102	152
Full-line wholesalers.....	-26	-21	428	102,291	+44	+2	420	202,172	206	103	153
New England.....	-22	-16	33	7,091	+67	+1	33	14,142	199	93	166
Middle Atlantic.....	-23	-24	57	16,412	+49	-2	57	32,599	199	102	154
East North Central.....	-17	-21	87	24,679	+46	+4	85	41,506	171	97	129
West North Central.....	-32	-20	44	8,636	+59	+4	43	18,614	218	93	168
South Atlantic.....	-24	-16	61	14,703	+40	+7	59	23,503	201	109	157
East South Central.....	-32	-16	28	4,651	+13	+3	26	8,920	199	121	160
West South Central.....	-36	-22	47	8,136	+38	-3	47	21,135	251	116	201
Mountain.....	-29	-24	20	3,455	+34	-2	20	6,999	203	107	158
Pacific.....	-32	-26	51	14,226	+40	+6	50	25,754	211	102	147
Wiring supplies, construction materials distributors.....	-2	-1	129	10,746	+15	-1	86	10,467	137	115	136
New England.....	+3	0	14	897	+20	-1	5	374	190	132	192
Middle Atlantic.....	-4	+1	34	1,236	+8	-1	21	1,843	180	168	182
East North Central.....	0	-3	29	3,360	+29	+1	22	3,195	120	97	120
West North Central.....	-19	-9	9	1,068	+1	-3	7	1,172	169	130	165
South Atlantic.....	+19	+11	16	1,875	+4	-3	12	1,618	101	117	119
South Central.....	+9	-3	13	1,273	+24	+6	8	916	158	107	144
Mountain.....	+3	-5	5	356	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-30	-11	9	681	+14	-2	8	1,075	160	98	145
Appliances and specialties wholesalers.....	-48	-22	105	17,950	+5	+8	79	22,772	188	92	147
New England.....	-43	-2	9	1,532	+30	+1	7	1,687	123	53	132
Middle Atlantic.....	-54	-30	20	6,536	+12	-1	10	4,522	246	79	187
East North Central.....	-53	-19	21	2,379	+2	+1	16	3,656	176	50	143
West North Central.....	-54	+4	13	960	-6	-1	11	2,974	332	157	343
South Atlantic.....	-33	-9	15	2,435	-4	+14	14	3,096	146	99	109
South Central.....	-31	-15	10	1,239	-3	+4	8	2,255	189	133	155
Mountain.....	-36	-27	7	770	+36	+35	6	1,488	209	97	114
Pacific.....	-43	-24	10	1,993	+3	+35	7	3,094	166	51	93
Furniture and house furnishings.....	-30	+1	64	12,319	-8	+10	65	21,911	200	150	185
New England.....	-27	-2	5	666	+14	+34	4	1,346	209	132	144
Middle Atlantic.....	-35	-5	17	2,334	+5	+21	13	4,394	251	149	195
East North Central.....	-10	-1	7	1,679	+6	+52	6	3,660	197	168	132
West North Central.....	-36	+13	13	1,821	-20	-20	13	4,106	224	178	315
South Atlantic.....	-23	-30	11	675	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	-30	-3	15	1,783	-8	+13	15	3,276	184	141	156
Mountain.....	-30	+12	5	909	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-31	+16	11	2,949	-18	+12	9	4,102	150	125	160
Hardware.....	-29	+1	151	52,191	+9	+9	127	125,511	281	182	261
Middle Atlantic.....	-21	+1	36	8,051	+7	+6	30	15,315	204	153	193
East North Central.....	-39	-13	23	3,305	-1	+10	22	24,922	296	180	229
West North Central.....	-28	-1	14	8,166	+7	+18	13	23,611	345	235	308
South Atlantic.....	-21	+23	19	4,350	+9	-3	17	10,339	262	191	329
East South Central.....	-23	+13	15	4,318	+18	+2	13	9,356	245	159	263
West South Central.....	-28	+23	15	4,557	+6	+12	9	8,303	271	177	306
Mountain.....	-28	-23	5	1,191	+2	+10	4	1,563	263	294	339
Pacific.....	-31	-1	21	11,841	+23	+10	16	31,021	304	169	265
Industrial supplies.....	-5	+2	77	9,828	+26	+10	54	16,023	241	176	214
New England.....	+2	+25	7	467	+20	-2	6	1,120	315	251	388
Middle Atlantic.....	-2	+8	19	1,927	+50	0	12	2,192	179	118	185
East North Central.....	+1	+6	6	1,329	-6	+12	5	1,310	183	199	164
West North Central.....	-11	-5	6	645	+27	+2	4	875	213	143	237
South Atlantic.....	-19	+18	3	932	+21	+1	8	2,089	229	152	259
South Central.....	-3	-5	25	4,198	+32	+18	15	7,957	280	201	203
Pacific.....	-20	+6	5	330	+9	+1	4	480	250	157	286
Jewelry.....	-31	-58	145	4,328	-1	+5	82	13,504	435	295	163
New England.....	-17	-60	7	282	+1	+18	4	397	559	509	162
Middle Atlantic.....	-27	-49	46	1,578	+1	+2	18	2,707	302	218	130
East North Central.....	-34	-57	37	956	+3	+8	22	3,604	471	279	182
West North Central.....	-38	-58	15	477	0	+12	13	2,287	508	343	158
South Atlantic.....	-26	-65	5	225	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	-34	-70	5	62	-14	+5	4	312	538	428	157
Pacific.....	-35	-62	27	742	-8	+2	17	3,306	483	342	186

See footnotes at end of table.

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JANUARY 1952

(Data are shown by geographic division, where possible without disclosure of individual operations)

Geographic division and kind of business	Sales				Inventory, end-of-month (at cost)				Stock-sales ratio ¹		
	Percent change		January 1952 panel		Percent change		January 1952 panel		Jan. 1952	Jan. 1951	Dec. 1951
	Jan. 1952 from Jan. 1951	Jan. 1952 from Dec. 1951	Number of estab- lishments reporting	Reported dollar values (add 000)	Jan. 1952 from Jan. 1951	Jan. 1952 from Dec. 1951	Number of estab- lishments reporting	Reported dollar values (add 000)			
Lumber and building materials.....	-25	-6	77	\$10,231	+8	-6	52	\$14,005	193	133	194
Middle Atlantic.....	-12	-8	17	2,264	+33	-13	8	1,268	89	65	92
East North Central.....	-22	+19	10	890	+11	+6	8	1,233	176	143	203
West North Central.....	-42	-10	6	502	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	-15	+15	11	1,641	+36	+12	9	1,842	219	131	235
South Central.....	-22	-16	5	658	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	-29	-21	7	1,661	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-35	+9	8	1,194	+18	-5	7	2,317	231	122	265
Machinery equipment, supplies (except electrical).....	+1	+5	46	8,543	+29	0	34	15,423	211	157	225
New England.....	-10	-5	5	412	+27	+4	4	1,180	350	268	395
Middle Atlantic.....	+7	+17	7	1,485	+14	-2	4	1,699	124	119	145
East North Central.....	+46	+8	11	1,408	+15	0	8	1,571	166	163	199
South Atlantic.....	-30	+32	6	788	+9	+3	5	2,116	283	188	382
South Central.....	-11	+41	6	2,253	+66	+3	5	6,056	271	145	372
Pacific.....	+20	-2	7	1,188	+3	+1	4	1,301	200	218	179
Metals.....	-12	-8	42	12,365	+29	+4	37	17,727	149	101	130
Paints and varnishes.....	-21	+18	51	4,678	+7	+1	47	17,543	382	284	447
Plumbing and heating supplies.....	-16	-5	126	15,593	+1	+16	103	29,259	215	182	173
New England.....	-30	+7	6	280	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-17	+2	29	2,253	+21	+3	22	3,880	213	143	195
East North Central.....	-27	-5	13	1,129	+13	-1	11	2,844	297	194	272
West North Central.....	-51	-12	13	919	+18	+4	11	2,874	345	142	283
South Atlantic.....	-7	-10	36	6,932	-2	+26	36	13,207	191	180	137
East South Central.....	+13	+18	11	2,134	-21	+31	9	3,399	171	255	157
Pacific.....	-29	-8	5	1,003	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Refrigeration equipment, parts (commercial).....	-20	+15	61	1,531	+6	-3	50	3,802	320	241	365
Middle Atlantic.....	-15	+31	14	543	+3	-7	11	1,180	274	242	374
East North Central.....	-32	+9	18	144	0	0	13	444	592	357	651
South Atlantic.....	-20	+6	17	363	+22	+4	17	1,167	321	212	327
South Central.....	+5	+23	4	145	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-27	+9	5	146	+29	-4	4	389	427	215	463
Surgical, medical, equipment, supplies.....	-5	+16	32	5,221	+2	+1	30	5,779	114	107	131
Middle Atlantic.....	0	+11	7	1,008	+1	0	5	717	84	86	94
East North Central.....	-5	+23	8	2,416	-2	+3	8	2,293	95	92	113
South Atlantic.....	-14	+13	5	569	-7	+5	5	737	130	119	139
West South Central.....	-6	+23	4	482	+20	+2	4	533	111	87	133
Pacific.....	-12	+15	4	327	+18	-2	4	602	184	138	215
Beer.....	+15	0	40	1,695	+10	+4	36	890	58	60	56
Middle Atlantic.....	+28	-4	9	417	+17	+19	8	135	33	36	26
East North Central.....	+7	-2	12	497	+14	+3	12	284	57	54	55
West North Central.....	+18	+6	5	117	+51	-5	4	59	120	78	109
South Atlantic.....	+8	+8	5	360	-12	-10	4	165	53	64	66
Pacific.....	+12	-7	4	199	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Chemicals, industrial.....	-20	+10	16	2,020	+19	-4	11	1,814	78	52	87
Clothing and furnishings (except shoes).....	-40	+25	23	2,362	+1	+17	14	1,758	157	130	192
Coal.....	+15	+11	20	5,384	-2	-16	18	4,143	79	98	104
Confectionery.....	+7	-6	42	1,491	+9	-4	25	1,020	110	109	109
Middle Atlantic.....	+8	-14	8	349	+1	-2	5	207	98	104	91
East North Central.....	+8	-16	5	34	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	-3	+3	10	260	+3	-3	7	287	120	121	139
South Central.....	+13	-5	12	443	+11	-8	6	256	105	112	102
Dairy and poultry products.....	+6	-7	26	7,637	-25	-9	18	2,636	39	56	45
Drugs and sundries (liquor excluded).....	+2	+25	191	65,614	+5	+3	153	84,988	160	157	196
New England.....	-2	+13	14	3,225	+7	+9	11	4,305	170	156	178
Middle Atlantic.....	+1	+21	24	10,921	-3	+4	16	9,478	146	161	173
East North Central.....	+1	+23	24	9,943	+2	+2	18	11,048	146	144	179
West North Central.....	-3	+24	20	6,991	+2	+3	17	9,292	155	147	189
South Atlantic.....	+7	+29	29	7,944	+7	+2	23	9,879	159	160	200
East South Central.....	0	+25	14	5,739	+4	+3	10	4,914	171	164	210
West South Central.....	+8	+29	30	9,066	+6	+2	26	14,238	181	183	232
Mountain.....	+4	+42	11	3,028	+4	+3	9	4,526	156	156	215
Pacific.....	0	+25	25	10,757	+9	+2	23	17,308	162	149	197
Dry goods.....	-23	+31	163	35,444	-20	+3	133	68,264	232	207	297
New England.....	-40	-15	6	494	-15	+3	6	866	175	124	145
Middle Atlantic.....	-33	+24	40	6,440	-23	0	30	8,446	228	183	290
East North Central.....	-24	+32	15	3,786	-25	-2	15	6,336	167	169	225
West North Central.....	-30	+24	19	11,603	-19	+6	17	31,733	275	236	375
South Atlantic.....	-25	+15	27	3,928	-18	+7	21	7,462	208	192	224
East South Central.....	-13	+25	14	1,933	-12	+20	9	2,869	184	190	206
West South Central.....	-25	+52	14	2,451	-31	-4	14	4,269	174	189	276
Mountain.....	-23	+17	5	288	-8	+4	4	754	297	247	338
Pacific.....	-24	+28	23	4,521	-18	-5	17	5,529	269	237	319
Farm supplies.....	-7	+28	21	4,213	+14	+5	11	1,285	65	60	83
Fresh fruits and vegetables.....	+22	-12	62	5,206	-3	+2	40	1,360	38	47	24
New England.....	+23	-6	7	358	+6	+22	5	33	22	25	18
Middle Atlantic.....	+30	0	18	1,412	+5	+2	10	250	33	39	33
East North Central.....	+24	-26	13	969	+16	0	7	163	36	37	36
West North Central.....	+17	-15	7	706	-11	-8	7	214	30	40	28
South Atlantic.....	+18	-16	6	376	+9	+7	5	101	29	31	22
South Central.....	+17	-16	7	621	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+12	+1	4	764	(x)	(x)	(x)	(x)	(x)	(x)	(x)

See footnotes at end of table.

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WHOLESALESALE'S SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

JANUARY 1952

(Data are shown by geographic division, where possible without disclosure of individual operations)

Geographic division and kind of business	Sales				Inventory, end-of-month (at cost)				Stock-sales ratios ¹		
	Percent change		January 1952 panel		Percent change		January 1952 panel		Jan. 1952	Jan. 1951	Dec. 1951
	Jan. 1952 from Jan. 1951	Jan. 1952 from Dec. 1951	Number of estab- lishments report- ing	Reported dollar values (add 000)	Jan. 1952 from Jan. 1951	Jan. 1952 from Dec. 1951	Number of estab- lishments report- ing	Reported dollar values (add 000)			
Groceries, total.....	-3	+15	879	\$156,033	-3	0	701	\$156,571	130	129	148
Nonaffiliated full-line wholesalers ²	-2	+18	567	64,024	-5	0	477	70,162	132	136	155
New England.....	-18	-3	7	1,486	-22	-12	5	2,183	165	171	180
Middle Atlantic.....	-11	+6	14	1,377	-8	+5	7	1,271	157	171	156
East North Central.....	-2	+21	145	14,759	-4	+1	135	17,309	131	134	158
West North Central.....	0	+9	65	6,740	-10	-1	55	8,095	142	158	152
South Atlantic.....	+6	+25	62	8,577	-6	-2	40	7,435	120	136	153
East South Central.....	-4	+13	41	4,813	-7	+7	31	4,947	136	137	145
West South Central.....	0	+23	108	14,567	-3	+6	84	14,479	130	135	150
Mountain.....	-5	+28	27	2,883	+2	+3	25	3,721	138	129	172
Pacific.....	-8	+14	98	8,822	-1	-8	95	10,722	128	118	158
Voluntary-group wholesalers.....	-3	+11	203	63,195	-5	0	151	61,531	131	134	140
New England.....	-7	+2	9	3,335	+11	+3	6	1,749	115	109	129
Middle Atlantic.....	-4	+19	42	16,812	-9	-3	29	16,163	134	137	158
East North Central.....	-1	+13	48	12,845	-5	+2	32	9,353	114	126	122
West North Central.....	-5	+1	70	17,575	-7	-2	70	24,631	140	144	145
South Atlantic.....	-1	+23	11	2,863	+5	+13	6	1,775	104	98	113
Pacific.....	0	+28	18	5,981	+6	-5	4	2,564	111	104	129
Retailer-cooperative warehouses.....	+2	+17	22	10,369	+2	0	16	6,267	111	110	144
Specialty line wholesalers.....	-10	+18	87	18,445	+18	-3	57	18,611	125	97	150
New England.....	+17	+30	4	133	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-10	+40	22	5,332	+9	+5	14	3,711	79	65	111
East North Central.....	+4	+29	11	1,030	+4	-1	6	320	73	75	86
South Atlantic.....	0	+17	19	2,108	+32	-3	12	2,040	111	86	132
East South Central.....	+3	+23	5	712	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	-11	+6	5	335	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	+2	+38	4	1,008	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-17	+4	14	7,509	+15	-8	11	10,861	188	138	195
Leather and shoe findings.....	-23	-2	29	416	+4	+11	15	1,102	475	355	484
Middle Atlantic.....	-13	+14	7	48	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	-20	-4	5	70	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central.....	-32	-14	5	49	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-23	-6	6	192	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products.....	+2	+5	42	26,480	-1	+8	37	10,680	49	52	48
Middle Atlantic.....	-1	+2	11	4,652	-16	-4	11	2,056	44	52	47
East North Central.....	-1	+13	13	10,429	-3	+5	12	5,335	54	55	58
South Central.....	+14	-16	4	3,033	+20	+17	4	1,974	65	62	62
Pacific.....	+18	+16	5	5,331	+18	+24	4	965	28	30	24
Paper and its products.....	-13	+14	62	9,740	+20	+3	39	8,937	130	95	143
New England.....	-10	+5	5	316	+9	+4	4	374	182	165	221
Middle Atlantic.....	-9	+34	18	3,299	+38	+6	10	1,929	102	69	123
East North Central.....	-16	+15	19	3,664	+16	+5	13	3,364	103	75	114
West North Central.....	-24	+16	4	308	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	-14	+16	6	820	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-12	-27	6	905	+12	-2	5	1,761	254	196	199
Petroleum.....	+5	+4	28	6,576	-5	+8	28	5,019	76	84	73
Shoes and other footwear.....	-5	+29	35	28,336	+18	+1	31	76,406	273	221	347
Tobacco products.....	+4	-11	279	38,817	+6	+3	167	17,280	68	67	60
New England.....	+2	-18	34	2,742	+9	-7	12	567	55	53	53
Middle Atlantic.....	+1	-15	57	12,994	+10	+3	36	7,989	82	75	68
East North Central.....	+2	-9	68	7,726	+3	+8	44	2,902	62	62	53
West North Central.....	+8	-14	37	3,703	+7	0	25	1,977	65	66	57
South Atlantic.....	+10	+2	29	5,114	+2	+5	19	2,370	56	61	55
East South Central.....	+13	0	11	1,480	+6	-1	7	599	49	53	50
West South Central.....	+10	+2	24	2,195	+15	+11	11	641	55	52	51
Mountain.....	-3	-17	8	778	-26	-10	7	488	64	84	59
Pacific.....	-3	-14	17	2,385	-9	+2	6	347	64	62	57
Wines and spirits ³	-26	-43	283	80,328	0	-6	230	119,061	192	142	115
New England.....	-26	-41	25	4,010	-12	-12	17	4,470	172	167	120
Middle Atlantic.....	-42	-57	47	21,035	-9	-7	41	33,184	231	141	100
East North Central.....	-25	-32	46	11,491	-3	-10	33	15,834	162	128	121
West North Central.....	-20	-23	28	6,184	-1	-3	24	8,661	194	157	150
South Atlantic.....	-12	-29	41	11,713	-10	+2	39	15,079	144	139	99
East South Central.....	-11	-46	16	2,938	+11	+5	13	4,986	202	162	105
West South Central.....	+5	-47	36	8,019	+28	-11	30	14,744	197	163	118
Mountain.....	-16	-22	12	2,388	+17	+11	12	3,349	140	100	99
Pacific.....	-27	-39	37	12,550	+13	-8	21	13,754	236	141	151
Miscellaneous.....	-3	+14	39	8,938	+14	-1	29	7,938	123	102	145

x Insufficient data to show separately.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms reporting inventories in conjunction with sales.² Not affiliated with voluntary or cooperative groups.³ Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

Note: The United States total and totals for some trades include a number of establishments not assigned to a geographic division.

States comprising geographic divisions

New England (Conn., Maine, Mass., N.H., R.I., Vt.)

Middle Atlantic (N.J., N.Y., Pa.)

East North Central (Ill., Ind., Mich., Ohio, Wis.)

West North Central (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)

South Central - East South Central and West South Central combined.

South Atlantic (Del., D.C., Fla., Ga., Md., N.C., S.C., Va., W. Va.)

East South Central (Ala., Ky., Miss., Tenn.)

West South Central (Ark., La., Okla., Texas)

Mount (Ariz., Col., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)

Pacific (Calif., Oreg., Wash.)

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MONTHLY

WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE

Charles Sawyer, Secretary

BUREAU OF THE CENSUS

Roy V. Peel, Director

FEBRUARY 1952

FOR RELEASE
APRIL 3, 1952

SALES AND INVENTORIES

Sales and inventory trends contained in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 4,308 wholesale establishments in various lines of business.

SALES

February sales of wholesalers remained at practically the same level as a month earlier but dropped 8 percent below sales a year ago. Cumulative sales for the first two months of 1952 were down 12 percent under the corresponding period of 1951.

Regionally, declines of 1 to 5 percent below January sales were indicated in most geographic divisions. However, small gains were reported by the Mountain (2%) and West North Central (7%) regions, while the West South Central area showed no change from the previous month. Compared with a year ago, all divisions reported lower sales, the largest drop (12%) being experienced in the Middle Atlantic region.

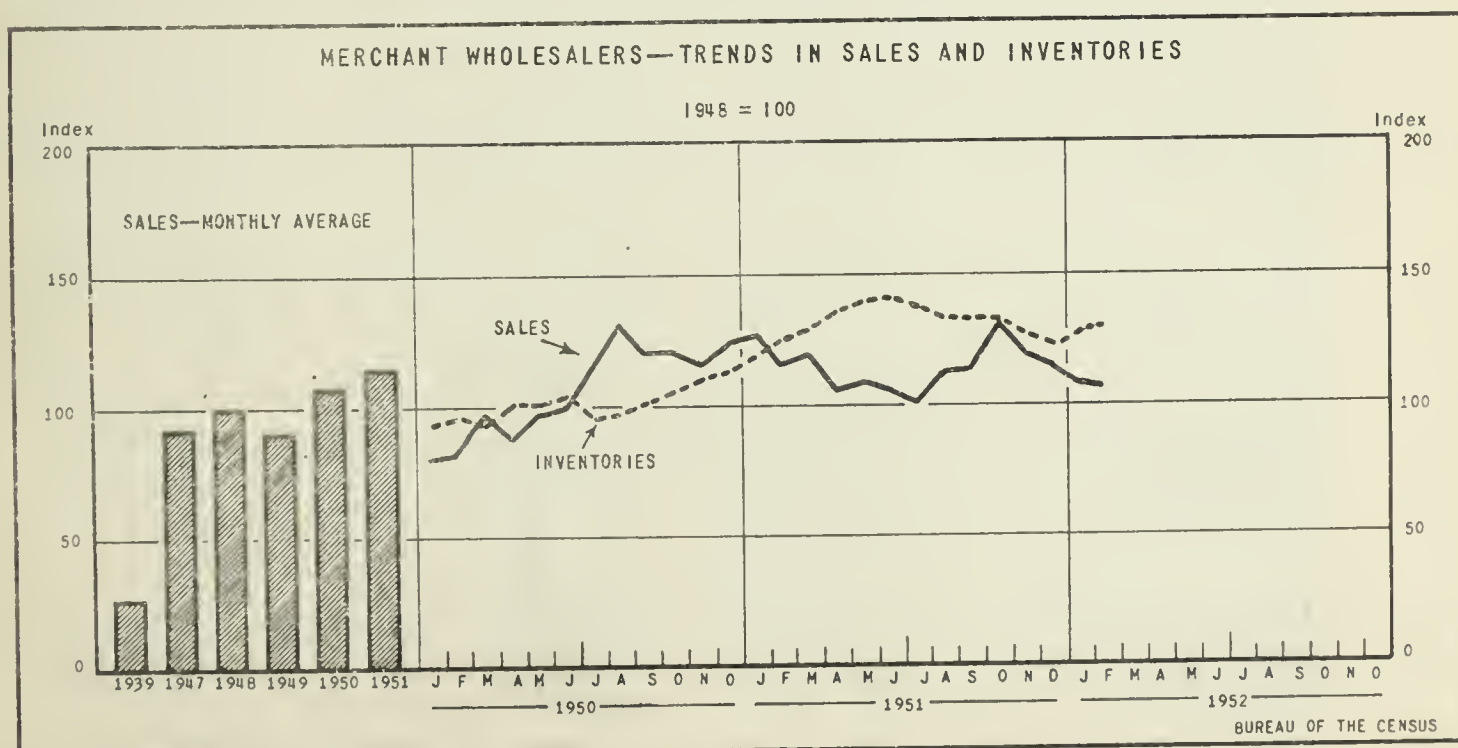
Of the 37 kinds of business covered in this report, 20 reflected sales declines below January, the heaviest decrease (24%) being reported by the coal trade. Automotive supplies and plumbing and heating supplies showed no change from their January sales levels, while farm supplies, with an increase of 65 percent, and jewelry, up 43 percent, led the 15 trades reporting increased sales over the previous month. Most trades indicated lower sales than a year ago. Electrical appliances and specialties, down 33 percent, experienced the sharpest decline below February 1951 sales, while farm supplies reported the largest increase, 27 percent.

INVENTORIES

Inventories of wholesalers (valued at cost) at the end of February showed no change from the January level, but rose 3 percent above stocks on hand a year ago. Most regions reported small inventory gains over the previous month, the largest increase (5%) being noted in the Mountain division. While the Middle Atlantic and West North Central regions reported declines of 6 and 3 percent, respectively, all other regions indicated inventories 3 to 15 percent above February a year ago. Based on the reports of 3,292 establishments submitting inventories in conjunction with sales, the February stock-sales ratio of 177 was slightly (1 point) higher than the previous month and 19 points over February 1951.

RETAIL

February sales of large retail stores, as presented in the Bureau's Monthly Retail Trade Report, were down 2 percent from January and 6 percent below a year ago. Cumulative sales for the first two months of 1952 were 10 percent under the corresponding period of last year.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

FEBRUARY 1952

(Data are shown by geographic division, where possible without disclosure of individual operations)

Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹		
	Percent change			February 1952 panel		Percent change		February 1952 panel		Feb. 1952	Feb. 1951	Jan. 1952
	Feb. 1952 from Feb. 1951	Feb. 1952 from Jan. 1952	2 mo. from 2 mo. 1951 ²	Number of estab- lishments reporting	Reported dollar values (add 000)	Feb. 1952 from Feb. 1951	Feb. 1952 from Jan. 1952	Number of estab- lishments reporting	Reported dollar values (add 000)			
United States, total.....	-8	0	-12	4,308	\$788,740	+3	0	3,292	\$1,140,698	177	158	176
New England.....	-10	-5	-13	265	33,216	+15	+1	181	41,329	166	129	153
Middle Atlantic.....	-12	-2	-16	768	149,985	-6	-1	544	175,340	155	146	154
East North Central.....	-6	-3	-9	854	144,976	+5	+2	693	190,996	153	135	146
West North Central.....	-9	+7	-14	531	106,691	-3	0	399	163,192	188	176	196
South Atlantic.....	-7	-2	-9	532	88,906	+3	+1	424	128,870	173	154	168
East South Central.....	-1	-1	-7	210	34,174	+3	+3	159	50,087	177	170	171
West South Central.....	-1	0	-6	384	69,518	+8	+1	303	111,604	193	175	191
Mountain.....	-6	+2	-11	183	24,745	+9	+5	152	39,910	183	158	180
Pacific.....	-10	-5	-15	513	98,541	+7	-3	370	148,408	199	162	194
Automotive supplies.....	-12	0	-16	358	17,781	+8	+3	182	17,590	300	233	249
New England.....	-19	-11	-22	28	573	+8	0	16	832	394	297	283
Middle Atlantic.....	-14	-7	-16	49	1,147	+11	+1	27	1,679	260	201	231
East North Central.....	-15	-11	-16	77	3,546	+6	+6	62	6,635	290	215	227
West North Central.....	-12	+1	-12	83	4,747	+5	+1	24	2,813	282	238	226
South Atlantic.....	-13	0	-21	23	2,746	+23	+10	16	1,755	341	254	311
East South Central.....	-6	+11	-25	13	2,164	+20	-3	6	926	314	204	286
Mountain.....	-12	-11	0	27	897	+9	+2	17	1,447	374	279	329
Pacific.....	-8	+27	-14	58	1,961	-2	0	14	1,503	292	296	278
Electrical group, total.....	-19	+5	-24	695	143,161	+29	+2	619	248,320	187	117	192
Full-line wholesalers.....	-18	+5	-22	433	107,341	+38	+2	427	207,955	196	117	200
New England.....	-20	-7	-21	33	6,582	+55	+1	33	14,290	217	112	199
Middle Atlantic.....	-14	+5	-19	58	17,524	+39	+1	57	32,822	190	118	199
East North Central.....	-15	+5	-16	87	25,618	+43	+2	86	42,726	168	99	173
West North Central.....	-28	+3	-30	43	8,831	+39	-1	43	18,418	209	109	217
South Atlantic.....	-15	+3	-20	61	15,091	+34	+2	59	28,829	198	125	201
East South Central.....	-12	+9	-23	29	5,088	+23	+7	28	9,655	193	138	199
West South Central.....	-16	+15	-27	47	9,686	+26	+8	47	22,747	235	156	251
Mountain.....	-23	+10	-26	20	3,793	+38	+11	20	7,777	205	114	203
Pacific.....	-22	+2	-27	55	15,128	+39	+1	54	30,691	204	114	207
Wiring supplies, construction materials distributors.....	+4	-7	+1	139	11,695	+13	+1	96	12,575	149	137	136
New England.....	+14	+1	+8	13	849	+12	-1	4	227	173	149	165
Middle Atlantic.....	-3	-8	-7	31	1,254	+9	0	19	1,720	164	156	151
East North Central.....	+2	-6	0	32	3,745	+30	+3	25	4,266	146	119	132
West North Central.....	-16	-7	-18	11	1,158	-3	+1	9	1,588	203	176	180
South Atlantic.....	+11	-13	+15	18	1,759	+8	-1	14	1,727	116	120	100
East South Central.....	+24	-7	+19	14	1,722	+6	+2	9	1,492	153	163	132
Mountain.....	+18	+5	+10	5	375	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-6	-4	-19	15	833	+8	-5	13	1,265	159	141	162
Appliances and specialties wholesalers....	-33	+12	-40	123	24,125	-8	0	96	27,790	156	114	172
New England.....	-41	-3	-43	13	1,583	+33	+11	10	1,904	142	63	122
Middle Atlantic.....	-43	+3	-48	25	8,276	-18	-5	14	6,218	190	117	177
East North Central.....	-39	+15	-46	20	2,917	+5	0	16	3,904	153	88	175
West North Central.....	-22	+14	-35	16	2,478	-27	-3	14	4,301	178	186	209
South Atlantic.....	-23	+13	-27	21	3,570	-1	+10	20	4,425	144	108	143
East South Central.....	-13	+33	-22	10	1,606	-6	+1	7	2,178	140	130	187
Mountain.....	0	+43	-19	8	1,257	+25	-6	8	1,802	143	115	217
Pacific.....	-22	+22	-34	10	2,436	-5	-1	7	3,058	152	109	166
Furniture and house furnishings.....	-23	+10	-27	86	14,640	-11	-2	69	22,104	177	147	199
New England.....	-25	+12	-26	5	748	+4	+8	4	1,318	183	131	189
Middle Atlantic.....	-20	+15	-28	15	2,567	0	0	12	4,115	207	163	249
East North Central.....	-35	+10	-26	9	2,106	-15	0	7	3,311	179	132	197
West North Central.....	-33	+13	-35	13	2,070	-22	-8	13	3,818	184	157	225
South Atlantic.....	-8	+41	-15	11	955	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East South Central.....	-11	+11	-21	14	1,988	-1	+2	15	3,339	168	150	184
Mountain.....	-13	+4	-22	7	1,104	-8	-5	5	1,488	196	171	233
Pacific.....	-22	0	-27	12	3,102	-13	-4	10	4,140	143	127	149
Hardware.....	-19	+3	-24	171	58,587	+6	+5	145	143,181	223	218	279
Middle Atlantic.....	-22	-4	-21	35	7,675	-10	+4	28	14,831	221	192	204
East North Central.....	-21	+12	-30	24	10,300	+2	+8	23	28,065	280	217	296
West North Central.....	-20	+18	-24	19	11,204	+4	+4	18	29,034	307	235	343
South Atlantic.....	-15	-8	-18	30	6,023	+11	+1	26	15,139	277	211	254
East South Central.....	-9	-7	-16	16	4,421	+8	-1	14	10,371	259	221	245
West South Central.....	-15	0	-22	15	4,969	+8	+4	10	8,720	280	226	275
Mountain.....	-13	+10	-20	9	1,922	+15	+15	6	2,906	338	285	301
Pacific.....	-20	+1	-26	20	11,788	+15	+5	17	33,048	311	218	303
Industrial supplies.....	-6	-2	-6	80	10,040	+22	-6	58	16,212	221	172	239
New England.....	-6	-15	-2	7	396	+21	+3	6	1,156	364	283	315
Middle Atlantic.....	-3	-5	-3	18	1,738	+34	+2	12	2,242	185	140	179
East North Central.....	-16	-6	-8	8	1,345	+5	+2	7	1,583	211	162	188
West North Central.....	-14	+1	-13	6	696	+20	0	5	1,217	272	161	245
South Atlantic.....	-10	0	-15	9	895	+17	-1	8	1,859	211	162	213
East South Central.....	-1	0	-2	25	4,186	+30	-14	15	6,824	222	175	280
Mountain.....	-9	+9	-13	7	784	+2	+2	5	1,331	205	192	223
Pacific.....	-9	+9	-13	7	784	+2	+2	5	1,331	205	192	223
Jewelry.....	-15	+43	-22	149	6,726	-7	+5	81	13,888	303	264	404
New England.....	-29	+22	-24	8	345	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-6	+40	-14	44	2,367	0	+9	19	3,626	277	236	313
East North Central.....	-23	+48	-28	40	1,429	-8	+8	25	3,753	306	260	434
West North Central.....	-16	+63	-25	18	1,002	-3	+2	12	2,475	308	257	505
South Atlantic.....	-12	+24	-17	7	389	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East South Central.....	0	+19	-15	4	125	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	-18	+48	-27	25	1,053	-20	-4	15	2,469	314	291	441
Pacific.....	-18	+48	-27	25	1,053	-20	-4	15	2,469	314	291	441

See footnotes at end of table.

FEBRUARY 1952

(Data are shown by geographic division, where possible without disclosure of individual operations)

Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹		
	Percent change		February 1952 panel			Percent change		February 1952 panel		Feb. 1952	Feb. 1951	Jan. 1952
	Feb. 1952 from Feb. 1951	Feb. 1952 from Jan. 1952	2 mo. 1952 from 2 mo. 1951 ²	Number of estab- lishments report- ing	Reported dollar values (add 000)	Feb. 1952 from Feb. 1951	Feb. 1952 from Jan. 1952	Number of estab- lishments report- ing	Reported dollar values (add 000)			
Lumber and building materials.....	-3	+14	-15	77	\$11,249	-1	-6	55	\$12,870	154	154	194
Middle Atlantic.....	+16	+10	+1	18	2,529	+19	-14	9	1,153	70	75	92
East North Central.....	-2	+4	-14	9	696	+8	0	7	1,111	213	217	231
West North Central.....	-15	+21	-30	6	606	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	-1	-3	-9	11	1,595	+4	-22	9	1,443	172	190	219
South Central.....	-10	+8	-13	4	668	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	-5	+23	-17	7	2,036	+14	0	6	3,986	205	172	257
Pacific.....	-7	+39	-23	7	1,396	+5	-14	7	1,991	143	127	231
Machinery equipment, supplies (exc. electrical)	+3	-1	+2	49	8,869	+25	+3	37	17,107	217	177	209
New England.....	-26	-8	-18	5	381	+29	0	4	1,182	403	229	350
Middle Atlantic.....	+2	-5	+4	7	1,619	+13	+4	4	1,934	127	117	118
East North Central.....	+16	-6	+29	12	1,490	+5	+3	9	1,826	167	167	157
South Atlantic.....	-10	+5	-21	7	844	+7	+4	5	2,204	283	241	283
South Central.....	-5	-21	-9	6	1,790	+53	0	5	6,060	341	213	271
Pacific.....	+27	+7	+23	8	1,300	+12	-1	6	2,179	227	258	229
Metals.....	+4	+2	-5	41	12,644	+27	+1	36	18,222	148	122	150
Paints and varnishes.....	-16	+10	-18	50	5,128	-1	0	46	17,480	347	297	382
Plumbing and heating supplies.....	-14	0	-15	132	16,649	-2	0	110	32,522	220	191	219
New England.....	-20	-10	-26	6	251	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-9	-3	-13	32	2,360	+11	+1	25	4,421	216	178	220
East North Central.....	-21	-5	-24	14	1,190	+10	+7	12	3,419	326	233	295
West North Central.....	-30	+28	-41	12	1,043	+8	0	10	2,609	272	176	357
South Atlantic.....	-18	-3	-13	38	7,567	-4	0	38	15,297	202	172	196
East South Central.....	+2	-10	+7	11	1,915	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	+1	+8	-10	5	418	+3	+5	5	1,125	269	264	278
Pacific.....	0	+9	-16	5	1,089	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Refrigeration equipment, parts (commercial)	-22	-8	-21	74	1,678	+7	+3	63	4,954	373	269	327
Middle Atlantic.....	-20	-17	-17	15	510	+3	+6	12	1,361	347	286	271
East North Central.....	-19	+11	-25	22	221	-2	-4	17	773	529	410	618
South Atlantic.....	-23	-9	-22	20	435	+20	+4	20	1,491	343	219	302
South Central.....	+1	+21	+3	4	176	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-34	-17	-31	10	182	+8	-4	9	637	416	283	403
Surgical, medical, equipment, supplies.....	-18	-6	-12	36	5,391	-3	-2	31	6,073	124	103	119
Middle Atlantic.....	+4	-5	+2	7	961	-4	-1	5	713	87	96	84
East North Central.....	-34	-9	-22	12	2,523	-5	-3	11	2,876	120	82	113
South Atlantic.....	+2	-11	-7	4	570	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	+19	+2	+6	4	586	+13	0	4	724	124	130	127
Beer.....	+11	-9	+13	39	1,561	+24	0	35	930	66	59	60
Middle Atlantic.....	+12	-17	+20	8	327	+10	-10	7	114	35	36	32
East North Central.....	+9	-6	+8	11	451	+35	+2	11	288	64	52	59
West North Central.....	+29	+1	+23	5	118	+53	-2	4	58	105	79	120
South Atlantic.....	+5	-13	+7	5	313	+5	+4	4	171	65	63	53
Pacific.....	+14	+7	+13	5	269	+31	+8	4	237	103	92	106
Chemicals, industrial.....	-16	-4	-18	16	2,700	+15	-6	11	1,710	76	57	78
Clothing and furnishings (except shoes).....	-10	+20	-26	21	3,228	-15	-1	15	2,779	145	154	159
Coal.....	-2	-24	+7	20	4,096	-3	-18	17	3,349	86	95	80
Confectionery.....	+12	-6	+9	40	1,336	+10	0	23	985	116	123	114
Middle Atlantic.....	+8	-8	+8	9	348	+1	-1	6	231	99	112	98
East North Central.....	+11	0	+9	4	79	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	+4	-8	+1	11	281	+8	+4	7	298	137	132	120
South Central.....	+18	-3	+15	11	428	+7	-4	5	242	95	115	105
Dairy and poultry products.....	+1	-15	+5	28	6,822	-30	-13	20	2,303	37	56	37
Drugs and sundries (liquor excluded).....	+11	-7	+6	194	61,572	+3	+1	154	86,969	177	192	163
New England.....	+3	-8	0	11	2,558	+3	-1	9	3,697	188	186	179
Middle Atlantic.....	+6	-8	+4	25	10,398	-2	+1	17	10,077	159	175	146
East North Central.....	+15	-5	+8	27	10,623	-2	-1	20	12,516	155	180	147
West North Central.....	+16	-5	+5	19	6,568	0	0	16	9,583	171	197	158
South Atlantic.....	+14	-6	+10	31	7,838	+2	+2	23	10,089	174	191	159
East South Central.....	+14	-2	+7	15	3,696	+6	+3	12	5,415	180	194	170
West South Central.....	+10	-9	+9	32	8,649	+4	+1	27	15,010	207	220	183
Mountain.....	+17	-10	+8	10	1,778	+1	+3	8	3,517	211	243	185
Pacific.....	+8	-7	+3	24	9,464	+9	-1	22	17,065	181	180	170
Dry goods.....	-17	+7	-23	164	37,956	-21	-1	134	66,530	211	220	230
New England.....	-18	+23	-29	7	712	-17	+15	7	1,064	149	148	161
Middle Atlantic.....	-29	-1	-32	44	6,774	-27	-3	33	8,867	237	203	224
East North Central.....	-11	+5	-18	13	3,815	-23	+5	13	6,049	159	183	159
West North Central.....	-15	+15	-23	18	12,954	-21	-5	16	28,727	223	240	269
South Atlantic.....	-13	+10	-19	25	4,212	-18	+6	20	7,801	202	215	209
East South Central.....	-13	-10	-13	14	1,490	-10	+5	9	2,856	251	247	210
West South Central.....	-8	+5	-17	15	2,769	-30	+8	15	5,101	184	243	178
Mountain.....	-3	+22	-21	5	332	-13	+1	4	969	334	368	403
Pacific.....	-16	+8	-20	23	4,898	-17	-8	17	5,096	220	194	269
Farm supplies.....	+27	+65	+12	20	6,884	+13	0	10	1,231	66	75	64
Fresh fruits and vegetables.....	+14	-10	+18	65	5,036	-5	+6	42	1,303	43	50	35
New England.....	-6	-24	+9	6	266	-23	-23	5	24	15	17	13
Middle Atlantic.....	+12	-11	+22	19	1,303	+20	+8	12	281	38	34	30
East North Central.....	+22	-3	+23	15	1,536	+5	+2	7	167	39	42	35
West North Central.....	+14	-19	+16	7	574	-2	+13	7	242	42	49	30
South Atlantic.....	+7	-8	+12	6	347	-2	-10	5	90	28	30	29
South Central.....	+11	-8	+15	5	472	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+15	-5	+13	4	485	(x)	(x)	(x)	(x)	(x)	(x)	(x)

See footnotes at end of table.

WHOLESALESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

FEBRUARY 1952

(Data are shown by geographic division, where possible without disclosure of individual operations)

Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹		
	Percent change		February 1952 panel			Percent change		February 1952 panel		Feb. 1952	Feb. 1951	Jan. 1952
	Feb. 1952 from Feb. 1951	Feb. 1952 from Jan. 1952	2 mo. from 2 mo. 1951 ²	Number of estab- lishments report- ing	Reported dollar values (add 000)	Feb. 1952 from Feb. 1951	Feb. 1952 from Jan. 1952	Number of estab- lishments report- ing	Reported dollar values (add 000)			
Groceries, total.....	+4	-10	0	889	\$141,761	-4	+2	718	\$161,995	146	157	130
Nonaffiliated full-line wholesalers ³	+4	-9	+1	565	58,169	-7	0	480	70,879	146	162	133
New England.....	+11	-8	-6	7	1,362	-13	+13	5	2,466	205	260	165
Middle Atlantic.....	+8	-17	-2	16	1,700	+1	-1	10	2,246	179	195	150
East North Central.....	+9	-10	+3	147	13,712	-8	+1	137	18,252	149	175	132
West North Central.....	0	-7	0	64	6,242	-7	+2	54	8,208	152	164	143
South Atlantic.....	+4	-16	+5	57	6,414	-3	-1	37	6,278	143	150	119
East South Central.....	0	-5	-2	42	4,786	-5	0	33	5,394	145	150	138
West South Central.....	+6	-6	+3	110	13,745	-6	+2	87	14,848	138	156	130
Mountain.....	+2	-12	-2	26	2,360	-5	+5	24	3,638	166	178	139
Pacific.....	-2	-9	-5	96	7,848	-10	-9	93	9,549	128	139	129
Voluntary-group wholesalers.....	+5	-7	+1	212	59,692	-5	+4	163	65,796	144	156	130
New England.....	+13	-6	+2	9	3,250	+2	0	7	2,047	130	152	116
Middle Atlantic.....	0	-17	-2	42	13,924	-8	+2	29	16,444	161	170	134
East North Central.....	+7	-8	+3	50	12,211	-3	+5	35	10,186	126	140	111
West North Central.....	+5	+2	0	69	17,483	-5	+7	69	25,319	145	160	139
South Atlantic.....	+8	-10	+2	11	2,587	+2	0	6	1,776	121	125	104
Pacific.....	+13	-10	+6	17	5,080	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Retailer-cooperative warehouses.....	+9	-12	+5	22	9,180	-1	0	15	6,156	128	143	110
Specialty lines wholesalers.....	-4	-22	-7	90	14,713	+9	0	60	19,164	166	149	126
New England.....	+17	-27	+17	4	97	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-5	-33	-8	23	3,685	+5	+12	12	4,119	143	126	80
East North Central.....	+13	-22	+8	11	806	-22	-1	7	317	74	109	72
South Atlantic.....	+4	-13	+2	19	2,011	+9	-5	13	2,243	129	124	117
East South Central.....	+14	-22	+8	5	633	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	-5	-7	-8	5	313	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	+16	-16	+8	4	847	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-12	-20	-15	16	6,056	+11	-3	13	10,666	226	186	187
Leather and shoe findings.....	-11	+7	-17	30	504	+3	+1	16	1,186	418	381	411
Middle Atlantic.....	+9	-2	-3	7	47	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	-8	+1	-15	5	71	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central.....	0	+18	-18	5	58	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-17	+9	-20	7	270	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products.....	+3	-8	+2	42	24,185	-3	+3	37	11,004	57	61	49
Middle Atlantic.....	-2	-10	-1	11	4,178	-3	+10	11	2,258	66	70	56
East North Central.....	+6	-10	+2	13	9,391	-12	-1	12	5,299	60	71	54
Pacific.....	+16	-10	+17	5	4,813	+3	-7	4	898	33	39	28
Paper and its products.....	-10	-7	-11	67	9,553	+20	+1	42	9,467	148	117	137
New England.....	-10	-10	-10	5	283	+10	0	4	374	231	194	182
Middle Atlantic.....	-9	-12	-9	19	3,009	+36	+3	11	2,111	112	80	103
East North Central.....	-14	-8	-15	21	3,639	+22	-1	13	3,125	118	87	108
West North Central.....	-10	-3	-18	4	299	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	-7	-9	-11	6	750	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-2	+6	-7	7	1,109	+7	-1	6	2,145	248	223	261
Petroleum.....	+7	-2	+6	29	6,476	-14	-7	28	4,646	72	90	76
Shoes and other footwear.....	+2	+20	-1	35	34,008	+17	-4	32	74,019	220	191	274
Tobacco products.....	+7	-1	+5	282	39,157	+2	-2	167	17,807	68	70	68
New England.....	+11	+4	+6	34	2,858	+3	+2	12	578	51	59	55
Middle Atlantic.....	+4	-2	+3	58	12,480	+4	-3	37	7,918	84	83	86
East North Central.....	+6	-3	+4	63	7,111	0	-3	40	2,704	62	64	62
West North Central.....	+8	+4	+7	45	5,682	-2	0	30	2,531	64	73	67
South Atlantic.....	+8	-4	+9	23	4,833	+1	-4	17	2,164	54	58	54
East South Central.....	+20	-5	+17	13	1,604	0	-3	9	662	48	59	48
West South Central.....	+17	-3	+12	22	1,905	+2	+3	8	414	44	50	42
Mountain.....	-9	-1	-5	8	586	+12	+15	7	444	77	63	67
Pacific.....	0	-4	-3	16	2,098	-4	0	7	392	71	61	60
Wines and spirits ⁴	-15	+2	-20	287	79,775	-19	-7	230	113,569	176	139	193
New England.....	-14	+13	-23	24	3,793	-11	-7	16	3,220	146	162	194
Middle Atlantic.....	-24	+19	-33	46	23,481	-32	-11	43	32,478	173	200	226
East North Central.....	-15	-5	-21	44	10,525	-17	-7	33	14,721	159	161	159
West North Central.....	-20	-2	-21	32	7,191	-17	-2	25	9,957	197	200	194
South Atlantic.....	-3	+3	-7	44	12,247	-20	-1	41	16,573	142	171	146
East South Central.....	+3	-2	-5	16	2,889	+7	+13	12	5,255	249	246	211
West South Central.....	+8	+11	+7	37	9,584	+5	0	32	15,681	178	181	197
Mountain.....	-12	-6	-15	10	1,583	-5	-2	9	2,271	148	144	142
Pacific.....	-22	-24	-26	34	8,482	-15	-20	19	13,413	271	226	248
Miscellaneous.....	+17	+1	+7	43	9,587	+17	+2	31	8,157	123	119	122

x Insufficient data to show separately.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms reporting inventories in conjunction with sales.² Includes reports received too late for inclusion in previous monthly trends.³ Not affiliated with voluntary or cooperative groups.⁴ Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

Note: The United States total and totals for some trades include a number of establishments not assigned to a geographic division.

States comprising geographic divisions

New England (Conn., Maine, Mass., N.H., R.I., Vt.)

Middle Atlantic (N.J., N.Y., Pa.)

East North Central (Ill., Ind., Mich., Ohio, Wis.)

West North Central (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)

South Central - East South Central and West South Central combined.

South Atlantic (Del., D.C., Fla., Ga., Md., N.C., S.C., Va., W.Va.)

East South Central (Ala., Ky., Miss., Tenn.)

West South Central (Ark., La., Okla., Texas)

Mountain (Ariz., Colo., Idaho, Mont., Nev., N.Mex., Utah, Wyo.)

Pacific (Calif., Oreg., Wash.)

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MONTHLY

WHOLESALE TRADE

REPORT

MARCH 1952

SALES AND INVENTORIES

U. S. DEPARTMENT OF COMMERCE

Charles Sawyer, Secretary

BUREAU OF THE CENSUS

Roy V. Peel, Director

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MAY 5 1952

UNIVERSITY OF ILLINOIS

FOR RELEASE
MAY 1, 1952

Sales and inventory trends contained in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 4,281 wholesale establishments in various lines of business.

SALES

Sales of wholesalers during March rose 2 percent over the previous month in a gain smaller than the normal seasonal trend. However, March sales dropped 10 percent under a year ago. First quarter 1952 sales lagged 11 percent behind the corresponding period of 1951, reflecting sales declines from last year reported in each month thus far this year.

Regionally, sales gains of 2 and 3 percent over the February level were indicated in all geographic divisions except the Pacific, which experienced a larger increase, 11 percent, the East North Central, which showed no change, and the West North Central, which reported a small decline of 2 percent. Compared with a year ago, however, all areas reflected sales decreases ranging from 4 percent in the West South Central region to 13 percent in the West North Central region.

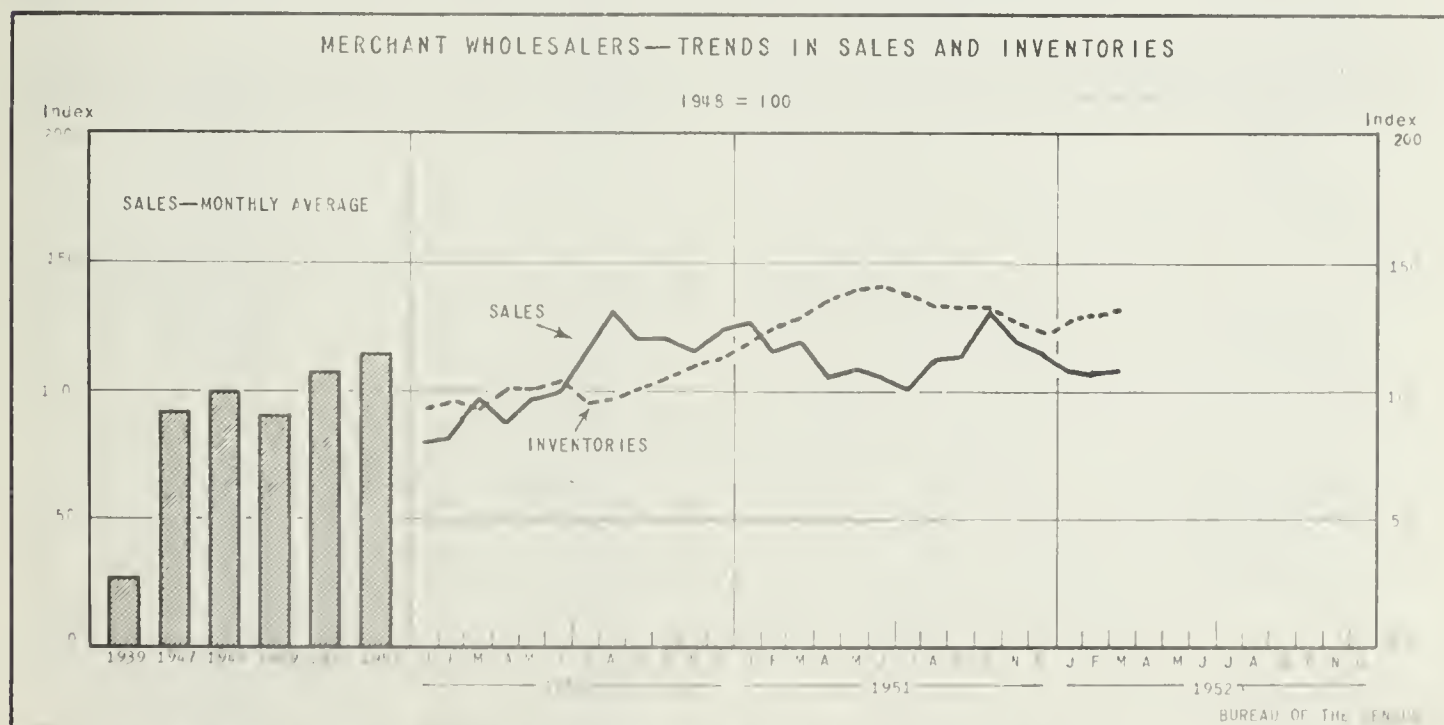
Most trades indicated moderate sales gains over the previous month, the principal increase (14%) being reported by grocery specialty lines and wines and spirits. Compared with a year ago, most trades reflected sales declines varying from 1 to 36 percent. While clothing and furnishings and dry goods indicated substantially lower sales during first quarter 1952 than in 1951, most other non-durable goods trades showed small gains. However, all durable goods trades reported sales below first quarter 1951, the sharpest decline (39%) being experienced by electrical appliances and specialties.

INVENTORIES

Wholesalers' inventories (valued at cost) were up 2 percent over the February 29 level, but down slightly (1%) below stocks on March 31, 1951. Of the 37 kinds of business covered in this report, only 7 showed inventories lower than a month ago, with farm supplies, down 25 percent, reflecting the sharpest drop. Compared with a year ago, as many trades (18) indicated increased inventories as reported declines. The coal trade indicated no change from its March 1951 stock level. Based on the reports of 3,288 establishments submitting inventories in conjunction with sales, the March stock-sales ratio of 178 was slightly (1 point) higher than February, but 16 points above a year ago.

RETAIL

Preliminary figures from the Bureau's Monthly Retail Trade Report indicated that March sales of large retail stores were 8 percent above the February level, but 10 percent below March a year ago. First quarter 1952 sales were 10 percent under the same period of last year.



DATA IN THIS REPORT ARE SUBJECT TO REVISION AS MORE COMPLETE DATA BECOME AVAILABLE. NOTE: THIS REPORT IS NOT A FINAL REPORT AND IS NOT A FINAL REPORT ON PRICE FLUCTUATIONS.

WHOLESALE SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

MARCH 1952

(Data are shown by geographic division, where possible without disclosure of individual operations)

(Data are shown by geographic division, where possible without disclosure of individual company data)													
Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹			
	Percent change			March 1952 panel		Percent change		March 1952 panel		Mar. 1952	Mar. 1951	Feb. 1953	
	March 1952 from--		3 mo. 1952 from 3 mo. 1951 ²	Number of estab- lishments report- ing	Reported dollar values (add 000)	March 1952 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)				
	Mar. 1951	Feb. 1952				Mar. 1951	Feb. 1952						
United States, total.....	-10	+2	-11	4,281	\$791,329	-1	+2	3,288	\$1,154,222	178	162	172	
New England.....	-12	+2	-12	259	74,021	+3	0	176	42,282	165	137	166	
Middle Atlantic.....	-10	+3	-14	764	152,232	-7	0	966	175,003	151	148	158	
East North Central.....	-10	0	-10	848	144,749	0	+3	682	197,038	199	141	192	
West North Central.....	-13	-2	-14	922	101,437	-7	+2	403	165,964	202	187	192	
South Atlantic.....	-9	+2	-9	538	29,617	0	+2	425	131,399	174	159	173	
East South Central.....	-9	+2	-7	212	34,356	-3	0	162	50,979	177	165	177	
West South Central.....	-4	+3	-6	397	72,442	+2	+3	316	116,471	190	178	192	
Mountain.....	-12	+3	-11	179	26,293	+1	+2	147	42,651	184	161	187	
Pacific.....	-6	+11	-12	491	103,397	-1	+7	361	146,990	183	171	191	
Automotive supplies.....	-10	-5	-14	348	16,331	+3	0	190	17,411	313	258	315	
New England.....	+3	+6	-15	20	505	+2	-2	8	497	440	367	439	
Middle Atlantic.....	-21	-6	-18	51	1,033	+8	-3	46	2,666	304	223	298	
East North Central.....	-11	-3	-14	77	3,436	-4	+2	62	6,670	282	259	287	
West North Central.....	-14	-9	-12	84	3,931	+6	+1	27	2,335	419	291	397	
South Atlantic.....	-5	-5	-16	22	2,586	+8	-11	14	1,444	299	290	350	
East South Central.....	-4	-8	-19	11	2,043	+22	+10	5	1,237	316	198	301	
West South Central.....	-11	-1	-4	26	832	+5	+1	16	1,230	373	299	366	
Mountain.....	-10	+2	-12	57	1,965	+8	+2	12	1,332	299	252	291	
Pacific.....	-10	+2	-12	57	1,965	+8	+2	12	1,332	299	252	291	
Electrical group, total.....	-22	+2	-24	692	143,246	+14	+2	620	250,826	187	128	188	
Full-line wholesalers.....	-21	+3	-21	439	111,593	+19	+1	433	210,259	190	128	195	
New England.....	-21	+3	-21	33	6,776	+23	-3	33	13,888	205	131	217	
Middle Atlantic.....	-16	+5	-18	65	19,017	+9	-6	64	31,745	168	130	189	
East North Central.....	-18	+1	-17	86	25,374	+25	+4	85	43,268	171	112	167	
West North Central.....	-31	-1	-30	43	8,773	+26	+2	43	18,769	214	118	209	
South Atlantic.....	-15	+5	-18	62	15,952	+20	+5	60	30,445	197	140	198	
East South Central.....	-17	+1	-21	29	5,117	+8	+5	28	10,121	201	156	193	
West South Central.....	-12	+12	-22	47	10,883	+18	-1	47	22,957	211	158	235	
Mountain.....	-27	+4	-27	20	3,929	+17	0	20	7,760	198	122	205	
Pacific.....	-28	+5	-28	54	15,772	+22	+3	53	31,306	200	118	195	
Wiring supplies, construction materials distributors.....	-12	-2	-4	144	11,149	+10	+4	102	13,380	155	125	146	
New England.....	-3	-11	+4	14	807	+18	+1	5	374	203	134	197	
Middle Atlantic.....	-4	+1	-6	34	1,446	+3	+4	21	1,728	148	143	147	
East North Central.....	-11	+1	-4	32	3,318	+24	+3	26	4,321	150	111	149	
West North Central.....	-24	0	-20	9	880	+2	+2	7	1,050	224	158	204	
South Atlantic.....	-20	+1	+1	20	1,873	-3	+5	16	2,126	133	107	125	
East South Central.....	-5	-11	+10	15	1,645	+14	+6	11	2,119	163	139	135	
West South Central.....	+4	-2	+8	5	366	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
Mountain.....	-18	-2	-18	15	814	0	+5	13	1,330	171	142	159	
Pacific.....	-18	-2	-18	15	814	0	+5	13	1,330	171	142	159	
Appliances and specialties wholesalers.....	-36	-8	-39	109	20,504	-11	+8	85	27,187	181	133	160	
New England.....	-51	-5	-46	8	1,378	+10	0	5	1,590	138	57	131	
Middle Atlantic.....	-45	-9	-47	22	7,322	-23	+9	12	6,467	209	150	197	
East North Central.....	-42	-19	-45	18	2,353	-10	+10	13	3,775	205	123	146	
West North Central.....	-32	-6	-34	14	1,222	-27	-2	12	2,949	252	233	244	
South Atlantic.....	-24	-6	-26	20	3,333	0	+11	19	4,787	160	121	142	
East South Central.....	-19	-7	-21	13	1,581	-3	+15	11	2,889	187	158	151	
West South Central.....	-29	-9	-23	7	1,007	+19	+9	7	1,724	171	102	143	
Mountain.....	-9	+4	-27	7	2,308	-7	-4	6	3,006	135	133	135	
Pacific.....	-9	+4	-27	7	2,308	-7	-4	6	3,006	135	133	135	
Furniture and house furnishings.....	-26	+3	-26	88	15,120	-13	+5	69	22,921	176	147	176	
New England.....	-27	-2	-26	5	732	+2	+4	4	1,371	193	137	184	
Middle Atlantic.....	-18	+2	-25	16	2,645	-2	+2	12	4,182	201	175	207	
East North Central.....	-30	+2	-27	9	2,143	-11	+4	7	3,437	185	141	179	
West North Central.....	-36	0	-35	13	2,063	-28	+8	13	4,095	198	176	184	
South Atlantic.....	-26	-4	-19	11	916	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
East South Central.....	-33	-4	-26	14	1,760	-4	+12	14	3,294	187	120	161	
West South Central.....	-18	+8	-20	7	1,187	-9	+5	5	1,557	177	160	196	
Mountain.....	-22	+14	-25	13	3,674	-20	+1	11	4,330	125	122	142	
Pacific.....	-22	+14	-25	13	3,674	-20	+1	11	4,330	125	122	142	
Hardware.....	-22	+3	-23	165	57,097	+4	+4	137	139,802	288	217	284	
Middle Atlantic.....	-22	+5	-22	37	8,697	+10	+5	30	16,933	223	159	221	
East North Central.....	-27	0	-29	25	10,791	-2	+4	24	30,011	286	213	276	
West North Central.....	-22	0	-23	19	11,147	-2	+1	18	29,451	307	246	308	
South Atlantic.....	-18	+4	-18	25	5,251	+16	+2	20	13,313	289	203	283	
East South Central.....	-20	-1	-18	16	4,397	+2	+3	14	10,724	271	213	259	
West South Central.....	-14	+2	-19	15	5,088	+8	+2	10	8,892	278	227	280	
Mountain.....	-22	+13	-21	8	2,282	+15	+5	5	3,438	335	223	344	
Pacific.....	-22	+5	-25	17	9,075	+8	+6	13	25,604	329	242	329	
Industrial supplies.....	-9	+5	-7	82	10,565	+19	+4	59	16,831	217	171	221	
New England.....	-6	+8	-3	7	429	+10	-3	6	1,117	321	283	364	
Middle Atlantic.....	+1	+10	-2	20	2,025	+31	+5	13	2,371	172	142	185	
East North Central.....	-15	+3	-11	7	1,357	-4	-4	6	1,479	212	176	213	
West North Central.....	-32	-11	-20	6	595	+41	+5	4	908	262	137	242	
South Atlantic.....	-12	-1	-14	11	992	+15	+3	10	2,260	233	177	224	
East South Central.....	-5	+8	-3	25	4,514	+26	+9	15	7,422	217	170	222	
West South Central.....	-17	-5	-14	6	653	-1	-4	5	1,274	213	182	205	
Pacific.....	-17	-5	-14	6	653	-1	-4	5	1,274	213	182	205	
Jewelry.....	-28	-3	-24	141	6,042	-14	+3	75	12,812	315	254	301	
New England.....	-25	+8	-24	6	357	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
Middle Atlantic.....	-31	-11	-21	45	1,957	-21	+11	17	3,169	297	236	262	
East North Central.....	-31	+4	-29	37	1,629	-4	+1	24	4,261	325	235	327	
West North Central.....	-34	-9	-28	15	730	-8	-1	12	2,187	326	231	299	
South Atlantic.....	-19	+8	-18	5	229	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
East South Central.....	+10	0	-7	5	112	-13	-2	4	281	270	355	273	
West South Central.....	-18	+1	-24	25	1,016	-24	+5	14	2,424	321	339	316	
Pacific.....	-18	+1	-24	25	1,016	-24	+5	14	2,424	321	339	316	

See footnotes at end of table.

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MARCH 1952

(Data are shown by geographic division, where possible without disclosure of individual operations)

Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹		
	Percent change		March 1952 panel			Percent change		March 1952 panel		Mar. 1952	Mar. 1951	Feb. 1952
	March 1952 from--		J mo. 1952 from J mo. 1951 ²	Number of estab- lishments report- ing	Reported dollar values (add 000)	March 1952 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)			
	Mar. 1951	Feb. 1952				Mar. 1951	Feb. 1952					
Lumber and building materials.....	-22	+7	-17	76	\$11,930	-5	+4	56	\$13,403	196	129	155
Middle Atlantic.....	-7	+13	-2	17	2,824	+15	+8	9	1,218	65	53	68
East North Central.....	-10	+27	-13	10	886	+11	+8	8	1,205	175	143	213
West North Central.....	-35	-2	-32	6	604	+13	+7	4	418	124	73	122
South Atlantic.....	-25	+1	-15	11	1,605	+19	+11	9	1,602	196	129	172
South Central.....	-33	+16	-24	5	839	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	-18	+9	-18	7	2,215	+10	+1	6	4,020	190	149	205
Pacific.....	-25	-8	-23	6	1,209	-2	+10	6	1,889	156	120	130
Machinery equipment, supplies (except electrical).....	-10	+6	-3	51	9,383	+23	0	39	17,054	214	148	217
New England.....	-23	+14	-8	5	433	+24	-1	4	1,167	366	214	403
Middle Atlantic.....	-8	0	0	7	1,626	+9	+2	4	1,980	130	109	127
East North Central.....	+14	+26	+23	13	1,927	+8	+2	10	1,977	165	133	171
South Atlantic.....	-6	+7	-16	8	899	+11	+4	6	2,300	273	233	283
South Central.....	-43	-15	-21	6	1,515	+58	+3	5	6,266	418	150	341
Pacific.....	+15	+22	+20	8	1,508	-6	-11	6	1,765	158	222	221
Metals.....	+2	+10	-2	42	14,252	+25	+5	38	19,819	142	117	149
Paints and varnishes.....	-13	+13	-16	49	5,725	+1	+5	45	18,180	324	277	348
Plumbing and heating supplies.....	-23	-2	-18	135	16,385	-9	+2	111	33,176	229	192	221
New England.....	-15	+3	-22	8	313	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-26	-2	-18	32	2,301	+4	+1	25	4,462	223	163	216
East North Central.....	-18	+1	-22	15	1,274	+2	+3	13	3,647	323	259	317
West North Central.....	-33	-3	-39	15	1,162	-8	+2	13	3,209	297	220	283
South Atlantic.....	-24	-1	-17	38	7,469	-11	-1	38	15,216	204	174	202
East South Central.....	-11	+6	0	11	2,022	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-25	-4	-19	5	1,040	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Refrigeration equipment, parts (commercial).....	-22	+7	-21	56	1,648	+7	+2	45	4,287	329	242	352
Middle Atlantic.....	-16	+16	-17	15	592	0	+1	12	1,369	304	261	347
East North Central.....	-18	-3	-23	8	135	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	-14	+11	-19	20	481	+19	+1	20	1,502	312	225	343
South Central.....	-14	-14	-4	4	152	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-47	-3	-36	6	120	+23	+10	5	457	551	225	436
Surgical, medical, equipment, supplies.....	-14	-7	-12	35	4,967	-6	+5	30	6,593	142	128	125
Middle Atlantic.....	-2	-4	+1	5	830	-10	+13	4	743	99	107	82
East North Central.....	-14	-5	-20	11	2,286	-5	+9	10	2,779	129	115	113
South Atlantic.....	-23	-6	-13	6	618	-16	-4	5	824	137	126	134
South Central.....	-27	-27	-6	4	426	+7	+5	4	761	179	122	124
Beer.....	-2	+4	+7	40	1,620	+19	+4	35	919	64	52	64
Middle Atlantic.....	-14	-2	+7	8	341	+36	+29	7	150	45	28	34
East North Central.....	-1	+6	+5	13	511	+25	-7	12	270	55	44	62
West North Central.....	+12	-7	+19	5	110	+3	+16	4	67	129	141	105
South Atlantic.....	+3	+12	+6	5	351	+10	+10	4	188	63	58	65
Pacific.....	0	-3	+8	4	210	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Chemicals, industrial.....	-22	-5	-19	15	2,429	+7	+5	9	1,655	81	59	72
Clothing and furnishings (except shoes).....	-15	-9	-23	19	2,760	-10	+6	14	3,674	187	175	166
Coal.....	-8	-10	+3	19	3,695	0	-19	17	2,727	76	70	85
Confectionery.....	+6	+5	+8	40	1,406	+18	-1	23	1,008	114	102	119
Middle Atlantic.....	-2	+8	+4	9	414	+9	-3	6	270	98	84	103
East North Central.....	0	-10	+7	4	71	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	+2	+10	+1	10	264	-4	-7	6	249	126	138	152
South Central.....	+10	+2	+19	11	435	+65	+7	5	260	104	76	95
Dairy and poultry products.....	+4	+1	+4	22	3,948	-28	+3	14	793	23	35	23
Drugs and sundries (liquor excluded).....	-1	0	+4	207	64,404	+3	+4	167	96,341	184	175	176
New England.....	-2	+8	-1	14	3,115	+5	+2	12	4,572	177	164	187
Middle Atlantic.....	-2	+1	+2	26	10,759	0	+3	19	11,259	166	162	163
East North Central.....	-2	0	+4	28	10,940	-1	+4	21	13,481	160	157	154
West North Central.....	-2	-4	+3	19	6,411	+4	+4	17	10,067	183	173	168
South Atlantic.....	+5	+2	+9	32	8,313	+3	+4	24	11,143	180	178	175
East South Central.....	-4	-1	+3	16	3,851	+6	+2	12	5,992	173	173	185
West South Central.....	-1	-4	+5	33	8,676	+6	+3	28	16,174	222	206	207
Mountain.....	-1	+3	+7	12	2,137	+4	+8	10	4,672	230	218	208
Pacific.....	-3	+2	+2	26	10,202	+6	+9	24	18,675	184	169	173
Dry goods.....	-18	-1	-21	170	37,338	-24	+1	136	66,883	217	231	215
New England.....	-27	+14	-28	5	469	-33	+3	5	794	169	184	187
Middle Atlantic.....	-30	-3	-31	44	6,286	-31	0	31	8,305	243	226	247
East North Central.....	-10	+8	-16	16	4,325	-31	+1	16	6,523	151	196	161
West North Central.....	-19	-2	-21	18	13,076	-22	+1	17	30,474	233	243	227
South Atlantic.....	-12	+1	-17	25	4,221	-22	+3	19	7,807	208	235	202
East South Central.....	-19	-6	-13	13	1,358	-16	+2	8	2,672	263	259	238
West South Central.....	-18	-2	-17	21	2,618	-31	0	21	5,036	192	229	188
Mountain.....	-18	-2	-20	6	442	-21	+7	5	1,295	317	329	298
Pacific.....	-4	-2	-15	22	4,543	-15	+2	14	3,983	234	201	222
Farm supplies.....	-8	+1	+3	17	6,620	-26	-25	8	572	35	57	50
Fresh fruits and vegetables.....	+2	+4	+12	67	5,560	-3	-6	44	1,270	35	35	39
New England.....	0	+11	+6	8	312	-23	+5	7	61	29	39	33
Middle Atlantic.....	+12	+2	+18	19	1,326	+40	-4	12	270	35	26	38
East North Central.....	+8	+2	+17	14	1,432	+17	-6	6	49	17	13	17
West North Central.....	+13	+13	+15	7	648	-21	-13	7	211	33	47	42
South Atlantic.....	-4	+4	+7	5	267	+13	-7	4	51	22	18	25
South Central.....	-16	-4	+4	6	43	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-11	+5	+1	5	1,086	+27	-14	4	206	14	14	24

See footnotes at end of table.

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WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

MARCH 1952

(Data are shown by geographic division; where possible without disclosure of individual operations)

Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock sales ratios ¹		
	Percent change		March 1952 panel			Percent change, March 1952 from--		March 1952 panel		Mar: 1952	Mar: 1951	Feb: 1952
	March 1952 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)	Mar: 1951	Feb: 1952	Number of estab- lishments report- ing	Reported dollar values (add 000)				
	Mar: 1951	Feb: 1952										
Groceries, total:::.....	+5	+1	+2	899	\$144,147	-7	+3	733	\$167,771	148	166	146
Nonsaffiliated full-line wholesalers ³	+2	0	+1	575	59,411	-7	+3	489	74,428	149	163	145
New England.....	-7	-10	-6	7	1,220	-19	+4	5	2,577	241	275	205
Middle Atlantic.....	+5	+4	0	17	1,644	-5	+4	10	2,029	186	205	187
East North Central.....	+6	-1	+4	146	13,773	-8	0	137	18,263	147	168	146
West North Central.....	-5	+1	-2	63	5,940	-9	+2	54	8,158	157	164	154
South Atlantic.....	0	+2	+3	63	7,381	-6	+3	41	7,465	141	154	143
East South Central.....	-2	+5	-2	44	5,089	-7	-3	34	5,273	134	136	145
West South Central.....	+1	-1	+2	110	13,571	-4	+2	88	15,288	143	151	138
Mountain.....	-2	0	-2	27	2,521	-12	-3	25	3,757	159	177	165
Pacific.....	+8	+3	-1	98	8,272	-6	+19	95	11,618	147	168	128
Voluntary-group wholesalers.....	+5	-2	+2	209	58,022	-8	+4	164	68,929	153	173	145
New England.....	+9	-4	+4	11	3,314	-4	-2	8	2,201	128	159	132
Middle Atlantic.....	+3	0	0	44	14,162	-14	+1	30	16,727	161	186	161
East North Central.....	+13	0	+6	48	11,730	-9	0	34	9,921	126	158	127
West North Central.....	-1	-8	0	70	16,473	-6	+8	70	28,358	172	182	147
South Atlantic.....	0	-4	+1	13	2,821	-1	0	7	2,051	132	137	126
Pacific.....	+4	-4	+5	4	2,374	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Retailer-cooperative warehouses.....	+14	+11	+8	21	10,351	-4	-1	15	6,097	119	139	122
Specialty lines wholesalers.....	+14	+14	-1	94	16,363	-2	-3	65	18,317	140	164	166
New England.....	+15	-4	+16	4	93	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+10	+6	-3	24	3,882	+7	-9	13	3,754	122	126	141
East North Central.....	-3	-1	+4	11	800	+6	-3	7	307	71	69	74
South Atlantic.....	+2	+6	+2	17	1,788	+17	-7	12	1,792	111	96	126
East South Central.....	+13	+3	+10	5	614	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	-7	+2	-8	5	319	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	+17	-9	+10	4	774	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+24	+32	-4	21	7,893	-8	+1	18	10,726	170	230	227
Leather and shoe findings.....	-11	+6	-15	29	528	-4	+1	16	1,202	417	378	417
Middle Atlantic.....	-2	+6	-3	7	50	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	-1	+25	-10	5	89	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central.....	-8	+6	-15	4	57	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-12	0	-17	7	270	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products.....	-7	-3	-1	42	23,539	+3	+2	37	11,224	60	55	57
Middle Atlantic.....	-6	-6	-3	11	3,945	-3	+4	11	2,338	59	57	54
East North Central.....	-7	-6	-1	13	8,783	+2	+7	12	5,663	68	63	60
Pacific.....	-10	-14	+8	5	4,163	+19	+6	4	948	38	33	33
Paper and its products.....	-15	+2	-13	65	9,470	+22	+4	42	9,919	149	105	144
New England.....	-9	+14	-9	5	323	+9	+5	4	394	224	211	231
Middle Atlantic.....	-12	+4	-10	18	3,038	+41	+3	11	2,165	118	74	112
East North Central.....	-17	+4	-16	18	3,596	+23	+8	13	3,482	116	78	112
West North Central.....	-16	-4	-17	4	286	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	-24	-1	-15	6	746	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East South Central.....	-11	-7	-6	4	408	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	-15	-6	-10	7	1,045	+7	-3	6	2,091	257	214	248
Pacific.....	-15	-6	-10	7	1,045	+7	-3	6	2,091	257	214	248
Petroleum.....	-9	-9	+1	28	5,862	-17	+3	28	4,799	82	90	72
Shoes and other footwear.....	-12	-9	-5	36	30,956	+14	-4	32	71,398	234	179	220
Tobacco products.....	0	+2	+3	291	39,169	+5	+1	168	16,895	66	62	67
New England.....	-1	-1	+3	37	3,044	+13	+4	15	916	69	60	64
Middle Atlantic.....	-2	+5	+1	59	12,968	+11	0	37	7,295	75	66	78
East North Central.....	-1	+1	+2	70	7,972	+4	+7	40	2,820	65	60	61
West North Central.....	+1	-3	+5	40	4,661	-8	-10	27	2,112	59	65	63
South Atlantic.....	+5	+5	+7	26	4,821	+1	+2	20	2,331	59	61	61
East South Central.....	+13	+6	+16	13	1,258	+9	+4	8	461	48	50	47
West South Central.....	+1	-2	+8	22	2,036	+1	+8	9	474	47	48	41
Mountain.....	-1	+3	-6	6	164	-4	+1	5	103	68	70	69
Pacific.....	-1	+8	-3	18	2,245	-6	+5	7	383	55	63	75
Wines and spirits ⁴	+10	+14	-12	266	85,327	-23	+4	218	113,296	162	231	177
New England.....	+3	+12	-15	22	4,255	-16	+3	16	3,369	136	156	137
Middle Atlantic.....	+2	+11	-23	45	25,555	-28	+1	40	30,945	152	217	170
East North Central.....	-1	+1	-15	45	10,237	-20	+1	33	14,318	160	200	163
West North Central.....	+19	+4	-12	29	6,100	-23	-4	23	8,422	225	339	229
South Atlantic.....	+15	+4	-1	41	11,759	-16	+7	38	16,654	147	205	143
East South Central.....	+13	+10	+1	15	3,120	+4	0	12	5,547	215	231	240
West South Central.....	+18	+6	+10	35	9,671	-21	+2	28	14,881	169	250	176
Mountain.....	+14	+15	-6	11	2,300	-20	-2	10	2,904	129	191	152
Pacific.....	+32	+79	-12	23	12,330	-30	+20	18	16,256	169	315	257
Miscellaneous.....	-6	-9	+2	44	8,782	+15	+6	31	8,610	145	112	123

x Insufficient data to show separately.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales (including any direct shipments and consignment business) for an identical group of firms reporting inventories in conjunction with sales.² Includes reports received too late for inclusion in previous monthly trends.³ Not affiliated with voluntary or cooperative groups.⁴ Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

Note: The United States total and totals for some trades include a number of establishments not assigned to a geographic division.

States comprising geographic divisions:

New England (Conn., Maine, Mass., N.H., R.I., Vt.)

Middle Atlantic (N.J., N.Y., Pa.)

East North Central (Ill., Ind., Mich., Ohio, Wis.)

West North Central (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)

South Central - East South Central and West South Central combined.

South Atlantic (Del., D.C., Fla., Ga., Md., N.C., S.C., Va., W.Va.)

East South Central (Ala., Ky., Miss., Tenn.)

West South Central (Ark., La., Okla., Texas)

Mountain (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)

Pacific (Calif., Oreg., Wash.)

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MONTHLY

WHOLESALE TRADE

REPORT

APRIL 1952

U. S. DEPARTMENT OF COMMERCE

Charles Sawyer, Secretary

BUREAU OF THE CENSUS

Roy V. Peel, Director

FOR RELEASE
JUNE 4, 1952

SALES AND INVENTORIES

Sales and inventory trends contained in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 4,383 wholesale establishments in various lines of business.

SALES

April dollar sales of wholesalers rose slightly (1%) over the level of the previous month and indicated a 4 percent increase over sales a year ago. Cumulative sales for the first four months of 1952, however, lagged 8 percent behind the comparable period of 1951.

Regionally, small gains over March sales were experienced by most geographic divisions, with the largest increase, 7 percent, being reflected in New England. The West North Central and West South Central regions reported practically no change from the previous month, but the Pacific region, down 3 percent, showed the only decline below March sales. Compared with a year ago, gains varying from 2 to 9 percent, were experienced by all but two divisions--the West North Central and Mountain, which indicated declines of 1 and 2 percent, respectively.

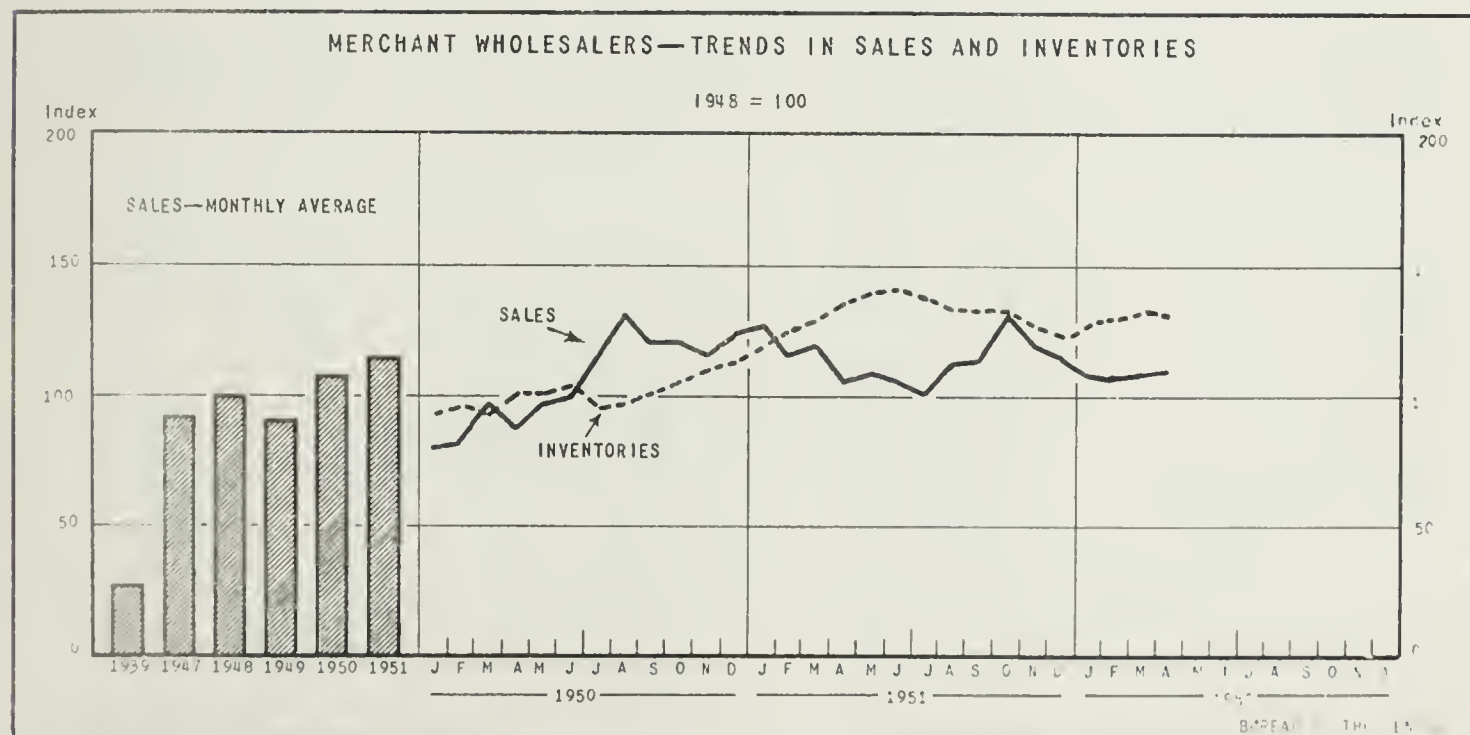
Most trades covered in this survey reflected sales above March levels, as well as over sales a year ago. Beer, with an increase of 17 percent, showed the largest gain over the previous month, while the heaviest decline, 20 percent, was reported in farm supplies. Compared with a year ago, shoes and other footwear and wines and spirits shared the most substantial sales increase, 20 percent, while industrial chemicals, down 26 percent, indicated the sharpest drop. With the exception of the metals trade, all durable goods trades indicated cumulative sales for the first 4 months of 1952 lower than a year ago. However, most non-durable goods trades reported moderate increases over this same period.

INVENTORIES

Wholesalers' inventories (valued at cost) dipped slightly (1%) below the March 31 stock level and were down 6 percent below stocks on hand at the end of April last year. Regionally, inventory changes from the previous month varied only slightly from the national trend. Compared with a year ago, however, stock declines ranged from 1 percent in the Mountain region to 12 percent in the Middle Atlantic and West North Central regions. Based on the reports of 3,373 wholesale establishments submitting inventories in conjunction with sales, the April stock-sales ratio of 173 was 4 points lower than that reported for March and 18 points below April 1951.

RETAIL

Preliminary figures from the Bureau's Monthly Retail Trade Report indicated that April sales of large retail stores were 6 percent above March and 5 percent over a year ago.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

APRIL 1952

(Data are shown by geographic division, where possible without disclosure of individual operations)

(Data are shown by geographic division, where possible without disclosure of individual operations.)												
Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹		
	Percent change			April 1952 panel		Percent change, April 1952 from--		April 1952 panel		Apr. 1952	Apr. 1951	Mar. 1952
	April 1952 from--		4 mo. 1952 from 4 mo. 1951 ²	Number of estab- lishments report- ing	Reported dollar values (add 000)	April 1952 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)			
	Apr. 1951	Mar. 1952				Apr. 1951	Mar. 1952					
United States, total ³	+4	+1	-8	4,383	\$814,731	-6	-1	3,373	\$1,161,811	173	191	177
New England.....	+5	+7	-8	262	36,025	-2	0	180	42,010	159	167	163
Middle Atlantic.....	+2	+2	-10	792	160,104	-12	-2	586	180,226	144	165	151
East North Central.....	+2	+2	-7	857	147,914	-4	-2	692	191,330	151	160	159
West North Central.....	-1	0	-11	534	104,379	-12	-1	409	165,876	192	216	198
South Atlantic.....	+7	+2	-4	546	92,352	-6	-1	426	129,678	168	191	173
East South Central.....	+8	+2	-5	202	34,053	-11	-4	156	49,159	168	204	179
West South Central.....	+9	0	-2	402	72,466	-2	0	315	115,617	191	213	189
Mountain.....	-2	+2	-8	184	27,315	-1	+1	153	43,445	180	182	182
Pacific.....	+3	-3	-8	554	108,843	-6	-1	406	160,274	191	209	187
Automotive supplies.....	+5	+15	-10	366	19,461	+3	+2	208	19,795	255	268	307
New England.....	+4	+21	-10	21	639	-14	-4	8	482	275	287	375
Middle Atlantic.....	-10	+11	-16	50	1,103	+6	-3	47	2,811	282	238	318
East North Central.....	+21	+39	-6	70	4,160	-2	+4	55	6,180	203	280	294
West North Central.....	-1	+14	-10	86	4,865	+10	+4	28	2,949	295	255	323
South Atlantic.....	+11	+4	-11	24	2,792	+1	-1	17	1,750	317	317	292
South Central.....	+19	+9	-12	14	2,157	+32	-2	7	821	232	171	265
Mountain.....	-11	+1	-6	26	839	+4	-1	16	1,213	321	311	373
Pacific.....	-3	+9	-11	75	2,906	+3	+4	30	3,589	283	275	301
Electrical group, total.....	-8	-1	-20	707	144,360	-2	0	628	256,530	189	178	187
Full-line wholesalers.....	-8	-1	-18	441	111,865	+1	0	434	211,450	191	174	190
New England.....	-11	-5	-19	33	6,429	+4	0	33	13,839	215	184	205
Middle Atlantic.....	-13	-7	-17	62	17,589	-10	+1	61	31,979	183	179	168
East North Central.....	-11	-3	-16	89	25,686	+8	-1	88	44,644	174	144	171
West North Central.....	-18	+2	-28	43	8,980	+3	0	42	18,515	208	165	214
South Atlantic.....	+1	0	-14	63	16,087	+2	-1	61	30,429	195	194	198
East South Central.....	+17	+12	-13	29	5,722	-6	+1	28	10,205	182	228	201
West South Central.....	+11	+4	-15	48	11,327	-2	-1	48	22,824	202	227	211
Mountain.....	-6	+4	-22	19	3,901	+2	-1	19	7,293	187	172	196
Pacific.....	-12	+2	-24	55	16,144	+10	0	54	31,722	198	159	200
Wiring supplies, construction materials distributors.....	0	+4	-3	147	11,868	+2	-1	104	13,558	151	150	159
New England.....	+8	+7	+5	14	860	+6	0	5	374	186	191	203
Middle Atlantic.....	+7	-1	-3	37	1,527	+8	+2	24	2,271	177	178	169
East North Central.....	+3	+3	-2	33	3,756	+15	-4	26	4,226	140	135	153
West North Central.....	-13	+1	-19	11	1,133	-11	0	9	1,575	211	202	223
South Atlantic.....	-16	-1	0	20	1,786	-5	0	16	1,964	129	110	127
South Central.....	+19	+15	+12	12	1,610	-2	-6	8	1,592	135	164	152
Mountain.....	+6	+7	+7	5	391	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-1	+2	-14	15	805	-13	0	13	1,218	160	182	162
Appliances and specialties wholesalers....	-14	-7	-34	119	20,627	-20	+2	90	31,522	197	217	179
New England.....	-16	-7	-41	14	1,426	-8	-8	11	1,886	166	150	157
Middle Atlantic.....	-25	-10	-43	27	7,031	-32	0	18	8,665	211	235	203
East North Central.....	-25	-12	-41	18	2,042	-24	-7	13	3,512	221	206	208
West North Central.....	-18	-12	-29	15	2,188	-32	+3	12	4,485	227	284	191
South Atlantic.....	+6	-1	-19	18	3,182	-4	+9	14	4,854	188	193	163
South Central.....	+32	-11	-13	9	1,200	-16	+7	7	2,431	209	334	172
Mountain.....	+1	+3	-17	3	1,215	+18	+8	8	2,278	187	161	177
Pacific.....	+2	-1	-20	10	2,343	-3	+10	7	3,411	154	165	139
Furniture and house furnishings.....	+2	+4	-21	88	15,662	-18	+4	70	24,200	180	220	178
New England.....	0	+12	-21	4	800	-8	-2	4	1,344	168	183	193
Middle Atlantic.....	+23	-1	-16	16	2,629	-9	+2	12	4,276	214	289	201
East North Central.....	+2	+12	-21	10	2,411	-3	+7	8	3,673	174	184	185
West North Central.....	-3	+10	-29	13	2,249	-31	+5	13	4,313	192	270	201
South Atlantic.....	+5	+10	-14	11	1,011	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	+3	-1	-20	15	1,894	-18	+1	15	3,747	198	247	194
Mountain.....	-6	+1	-17	7	1,195	-8	+6	5	1,649	179	190	177
Pacific.....	-7	-3	-21	12	3,473	-23	+7	10	4,516	139	167	125
Hardware.....	-6	+6	-19	162	62,472	-3	-3	135	140,581	263	256	285
Middle Atlantic.....	-1	+11	-17	38	9,649	-2	-3	31	16,782	200	205	228
East North Central.....	-7	+4	-24	23	10,609	-5	0	22	28,683	279	274	291
West North Central.....	-16	-1	-21	16	10,689	-4	-5	15	26,388	293	251	302
South Atlantic.....	+7	+11	-13	21	5,119	0	-4	18	11,792	251	269	288
East South Central.....	0	+5	-14	16	4,634	-13	-8	14	9,901	239	272	271
West South Central.....	0	+2	-15	15	5,203	-1	0	9	8,789	281	278	276
Mountain.....	-11	+9	-18	10	2,528	+2	+1	7	3,575	294	280	335
Pacific.....	-5	+9	-20	20	13,558	+2	-1	16	33,648	278	262	305
Industrial supplies.....	-1	+2	-5	81	10,629	+12	-1	60	17,058	206	194	219
New England.....	-11	-3	-5	7	416	+7	-1	6	1,103	329	278	321
Middle Atlantic.....	-1	-1	-1	20	2,002	+19	-6	13	2,239	165	145	172
East North Central.....	-8	+2	-10	7	1,384	-2	0	6	1,473	187	185	212
West North Central.....	-19	+8	-20	5	513	+11	-6	5	1,190	232	169	267
South Atlantic.....	-3	-5	-11	11	941	+14	-1	10	2,332	252	216	242
South Central.....	+7	+2	-1	25	4,627	+18	-1	15	7,319	200	200	217
Pacific.....	-5	+14	-12	6	746	-7	+10	5	1,402	207	214	213
Jewelry.....	+3	-2	-19	149	6,260	-16	-5	87	14,132	305	386	324
New England.....	+9	0	-18	8	369	-27	+7	4	350	271	404	243
Middle Atlantic.....	+3	-2	-16	42	2,099	-14	-6	19	3,451	261	331	285
East North Central.....	-3	-2	-24	40	1,422	-11	-10	26	3,671	319	346	361
West North Central.....	-14	-3	-25	16	840	-12	-2	12	2,237	323	348	333
South Atlantic.....	-7	-17	-14	7	318	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	+15	-10	-3	6	138	-34	0	5	426	320	581	292
Pacific.....	+32	+7	-15	27	1,063	-21	-1	17	3,002	319	544	343

See footnotes at end of table.

APRIL 1952

(Data are shown by geographic division, where possible without disclosure of individual operations)

Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹		
	Percent change			April 1952 panel		Percent change, April 1952 from--		April 1952 panel		Apr. 1952	Apr. 1951	Mar. 1952
	April 1952 from--		4 mo. 1952 from 4 mo. 1951 ²	Number of estab- lishments report- ing	Reported dollar values (add 000)	Apr. 1951	Mar. 1952	Number of estab- lishments report- ing	Reported dollar values (add 000)			
	Apr. 1951	Mar. 1952										
Lumber and building materials.....	-8	+15	-15	77	\$13,062	-12	-5	55	\$12,748	124	133	151
Middle Atlantic.....	-3	+23	-2	18	3,399	+14	+7	9	1,286	51	45	64
East North Central.....	-14	-5	-13	10	838	+15	-2	7	1,151	174	151	173
West North Central.....	-19	+5	-29	7	682	+2	-7	4	388	114	78	124
South Atlantic.....	-10	+17	-13	11	1,883	-2	-15	9	1,366	144	136	196
South Central.....	-19	+12	-23	4	337	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	-9	+9	-15	7	2,407	+3	-4	6	3,865	172	156	190
Pacific.....	-7	+22	-19	7	1,492	-7	-6	6	1,780	120	121	156
Machinery equipment, supplies (except electrical).....	+1	+5	-1	46	9,371	+26	+6	34	15,401	199	150	192
New England.....	-25	-3	-12	4	334	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+2	+10	0	8	1,802	+9	+3	5	2,256	131	125	142
East North Central.....	+33	+2	+25	12	1,910	+6	-1	9	1,855	173	156	163
South Atlantic.....	+2	-1	-12	7	886	+6	0	5	2,311	284	273	273
South Central.....	-20	+13	-21	4	1,376	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+7	+8	+16	7	1,612	+18	+19	5	2,048	184	160	155
Metals.....	+8	+1	+1	42	13,895	+34	+7	37	20,050	149	121	139
Paints and varnishes.....	-13	+4	-16	50	5,994	-3	-3	46	17,748	303	270	324
Plumbing and heating supplies.....	-9	+10	-16	132	17,693	-17	-4	108	29,969	195	212	223
New England.....	-12	-5	-20	7	271	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-12	+4	-16	32	2,399	-5	-1	25	4,405	217	200	223
East North Central.....	-12	+9	-19	13	1,273	-3	-3	11	2,959	266	242	298
West North Central.....	-31	+4	-37	14	1,107	-17	-2	12	2,797	274	224	290
South Atlantic.....	-5	+12	-14	39	8,352	-19	-4	38	14,015	171	202	200
East South Central.....	+4	+9	+1	11	2,214	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-19	+19	-19	4	1,078	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Refrigeration equipment, parts (commercial)	-5	+6	-17	65	1,732	0	+1	55	4,270	296	283	328
Middle Atlantic.....	+3	+12	-13	12	491	0	-8	11	1,148	248	259	302
East North Central.....	-11	+19	-19	22	278	-11	-3	17	789	372	407	472
South Atlantic.....	-1	-11	-15	21	540	+12	+1	20	1,513	292	254	312
South Central.....	+21	+30	+3	4	197	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Surgical, medical, equipment, supplies.....	-3	+3	-10	38	5,307	-7	+1	32	6,846	140	146	142
Middle Atlantic.....	0	-1	+1	7	920	-13	0	5	802	106	121	105
East North Central.....	-6	+2	-17	11	2,332	-7	-2	10	2,711	123	125	129
South Atlantic.....	-5	+2	-11	7	730	-13	+13	6	1,080	152	163	136
South Central.....	0	+21	-4	4	517	+4	+2	4	775	150	145	179
Beer.....	+12	+17	+9	38	1,807	+10	+2	34	942	56	57	65
Middle Atlantic.....	+16	+23	+9	7	346	+27	+1	6	116	34	31	42
East North Central.....	+14	+16	+7	12	572	+14	-3	11	260	48	48	57
West North Central.....	+18	+15	+19	4	60	+2	-10	4	60	100	116	129
South Atlantic.....	+9	+11	+6	5	388	+6	+19	4	224	66	69	63
Pacific.....	+4	+21	+7	5	325	-2	-2	4	207	74	79	93
Chemicals, industrial.....	-26	-1	-21	16	2,538	+10	+3	11	1,821	87	58	84
Clothing and furnishings (except shoes)....	+2	-2	-17	23	3,159	-13	-2	16	3,910	172	233	166
Coal.....	-9	-18	0	20	3,091	+17	+13	18	3,109	103	81	75
Confectionery.....	+13	0	+9	40	1,356	+10	0	23	984	111	115	113
Middle Atlantic.....	+10	+3	+6	9	388	+6	-1	6	225	88	89	96
East North Central.....	-1	+11	+5	4	79	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	+11	-1	+4	12	321	-4	-1	7	277	120	144	117
South Central.....	+21	-1	+15	10	368	+25	+3	5	267	106	107	104
Dairy and poultry products.....	+3	+6	+2	26	6,845	-24	+4	19	2,110	35	49	34
Drugs and sundries (liquor excluded).....	+9	-3	+5	207	63,195	+3	-1	164	94,354	186	197	183
New England.....	+14	-3	+3	14	3,144	+3	-1	12	4,534	180	199	177
Middle Atlantic.....	+9	-2	+3	28	10,765	+5	+2	20	11,635	174	182	167
East North Central.....	+7	-3	+5	28	10,622	0	0	21	13,528	164	178	160
West North Central.....	+7	-1	+4	19	6,190	+3	-3	16	9,220	176	183	180
South Atlantic.....	+6	-7	+8	32	7,710	+4	-1	24	11,052	190	196	180
East South Central.....	+3	-5	+3	14	3,389	+1	-2	11	5,321	192	197	188
West South Central.....	+6	-2	+6	34	8,517	+5	-1	28	15,989	223	224	222
Mountain.....	+9	-2	+7	13	2,724	+2	+2	9	4,634	212	222	203
Pacific.....	+15	-1	+5	25	10,134	+3	-1	23	18,441	183	205	184
Dry goods.....	0	-5	-17	178	36,909	-29	-1	148	69,897	228	313	217
New England.....	-6	+6	-24	7	605	-31	+2	7	1,003	166	225	171
Middle Atlantic.....	-20	-8	-29	44	6,034	-33	+1	33	8,843	243	253	232
East North Central.....	+5	-8	-11	16	3,962	-38	-3	16	6,337	160	270	151
West North Central.....	-3	-6	-17	19	12,353	-27	-1	18	30,557	248	332	234
South Atlantic.....	+11	-8	-11	26	3,941	-27	0	21	8,103	224	346	209
East South Central.....	+7	-5	-10	15	1,468	-21	-1	10	3,190	294	384	271
West South Central.....	+6	-7	-12	22	2,690	-33	-1	22	5,545	206	325	194
Mountain.....	-3	+7	-15	6	473	-24	+1	5	1,311	309	392	317
Pacific.....	+28	+9	-7	23	5,373	-29	-4	16	5,008	213	328	227
Farm supplies.....	+9	-20	+5	18	5,321	-24	-10	8	513	33	52	35
Fresh fruits and vegetables.....	+10	+16	+11	62	6,335	-15	-14	40	1,053	26	33	35
New England.....	+20	+31	+10	6	390	-6	+15	5	31	11	15	14
Middle Atlantic.....	+24	+30	+20	17	1,659	+20	-15	11	225	23	25	36
East North Central.....	+11	+13	+15	14	1,622	-25	-45	6	27	9	12	17
West North Central.....	+13	+9	+14	7	704	-30	-21	7	167	24	38	33
South Atlantic.....	+9	+21	+8	5	316	+43	+4	4	53	18	14	22
East South Central.....	+13	+15	+3	4	240	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-3	+6	0	6	1,170	-23	-33	4	137	13	16	20

See footnotes at end of table.

WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

APRIL 1952

(Data are shown by geographic division, where possible without disclosure of individual operations)

(Data are shown by geographic division, where possible without disclosure of individual companies)												
Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratio ¹		
	Percent change		April 1952 panel			Percent change		April 1952 panel		Apr. 1952	Apr. 1951	Mar. 1952
	April 1952 from--		4 mo. 1952 from 4 mo. 1951 ²	Number of estab- lishments report- ing	April 1952 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)				
	Apr. 1951	Mar. 1952			Apr. 1951	Mar. 1952						
Groceries, total.....	+13	+2	+4	906	\$147,231	-7	-4	728	\$159,756	139	168	148
Nonaffiliated full-line wholesalers ⁴	+13	+4	+4	570	61,642	-8	-4	482	71,124	138	169	149
New England.....	0	+14	-5	7	1,394	-23	-7	5	2,403	194	249	241
Middle Atlantic.....	+22	+9	+6	17	2,074	+1	-5	10	2,130	145	179	166
East North Central.....	+17	0	+6	142	13,041	-13	-9	136	16,343	137	184	150
West North Central.....	+10	+8	+1	64	6,788	-7	0	54	8,363	143	168	157
South Atlantic.....	+13	+5	+6	69	8,503	-2	0	41	7,803	131	151	138
East South Central.....	+11	0	+1	39	4,843	-12	-8	31	4,798	123	155	133
West South Central.....	+12	+4	+5	109	13,939	-2	-1	86	14,728	137	155	143
Mountain.....	+8	+6	+4	25	2,464	-10	+1	24	3,492	148	176	154
Pacific.....	+12	+4	+2	98	8,596	-9	-5	95	11,064	136	167	147
Voluntary-group wholesalers.....	+14	+4	+5	208	60,027	-8	-3	158	65,598	144	175	153
New England.....	+27	+9	+9	10	3,510	+1	-1	8	2,181	121	155	128
Middle Atlantic.....	+11	+3	+2	40	14,026	-10	-3	27	15,782	154	184	162
East North Central.....	+16	0	+9	47	11,839	-5	-7	32	8,990	114	140	125
West North Central.....	+14	+7	+3	69	17,300	-9	-2	69	27,339	158	199	173
South Atlantic.....	+13	+4	+4	13	2,942	-2	-6	7	1,935	119	137	132
Pacific.....	+20	+15	+9	17	5,575	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Retailer-cooperative warehouses.....	+16	-5	+10	23	10,164	-8	-9	15	5,574	104	133	119
Specialty lines wholesalers.....	+10	-8	+1	105	15,398	0	-4	73	17,460	145	159	139
New England.....	+8	-13	+10	6	249	+23	+8	4	100	53	47	42
Middle Atlantic.....	+18	+9	+1	26	4,249	+7	-5	15	3,584	104	117	122
East North Central.....	+11	-7	+6	12	926	-2	-8	7	282	68	81	71
South Atlantic.....	+12	+7	+5	18	2,063	+15	-4	12	1,731	97	94	110
East South Central.....	+8	-1	+9	4	567	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	+4	+7	-7	5	342	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+2	-25	-2	28	5,939	-6	-5	25	10,188	223	237	171
Leather and shoe findings.....	-1	+16	-11	29	606	-10	0	16	1,207	367	415	417
Middle Atlantic.....	+4	+17	-1	6	48	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	+12	+13	-4	5	101	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central.....	+5	+13	-10	5	69	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-7	+14	-14	7	309	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products.....	-1	+3	-1	41	24,153	-11	-7	36	10,344	52	62	60
Middle Atlantic.....	+2	+11	-1	11	4,362	-13	-10	11	2,112	48	57	59
East North Central.....	+10	+17	+2	13	10,240	-23	-10	12	5,080	52	76	68
Pacific.....	-8	-1	+4	5	4,114	+30	-3	4	920	37	33	38
Paper and its products.....	-6	0	-11	64	9,398	+15	+2	41	9,948	152	125	151
New England.....	-8	-6	-9	5	305	+9	0	4	395	226	210	224
Middle Atlantic.....	-6	-6	-9	17	2,837	+43	0	11	2,176	125	79	118
East North Central.....	-6	+2	-13	18	3,516	+14	0	12	3,311	114	95	117
West North Central.....	-10	+10	-15	4	314	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	-4	+8	-13	6	804	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East South Central.....	-2	+1	-7	4	306	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	-5	+5	-9	7	1,099	0	+10	6	2,296	269	262	257
Petroleum.....	+2	0	+1	28	5,852	+3	+11	28	5,336	91	90	82
Shoes and other footwear.....	+20	-8	0	35	28,243	+4	-2	32	70,153	251	286	234
Tobacco products.....	+12	+8	+5	288	42,111	+9	-1	180	16,803	61	63	67
New England.....	+12	+9	+6	36	3,305	+4	+1	14	739	58	64	62
Middle Atlantic.....	+8	+8	+3	57	13,466	+13	-3	34	7,023	71	68	79
East North Central.....	+15	+12	+5	71	8,375	+8	-7	43	2,770	56	59	68
West North Central.....	+17	+10	+7	41	5,248	+9	+8	28	2,362	58	63	60
South Atlantic.....	+12	+3	+9	27	5,464	+5	-1	21	2,506	56	59	57
East South Central.....	+25	+7	+18	11	1,585	-1	-5	6	556	44	55	49
West South Central.....	+21	+10	+11	24	2,328	-7	-2	8	449	39	55	46
Mountain.....	+10	+9	-4	6	179	-6	-1	5	102	63	72	68
Pacific.....	+5	+7	0	15	2,161	-8	-8	6	296	51	56	60
Wines and spirits ⁵	+20	-3	-3	290	90,019	-21	-4	234	116,438	158	238	162
New England.....	+26	+28	-7	21	5,546	-2	+3	15	3,825	122	160	141
Middle Atlantic.....	+17	+8	-12	50	29,380	-27	-9	46	32,001	133	206	158
East North Central.....	+14	+2	-9	44	10,727	-16	-3	31	13,073	141	195	152
West North Central.....	+19	-10	-4	33	6,710	-24	-7	27	9,563	187	297	200
South Atlantic.....	+28	+2	+11	39	12,065	-8	-2	37	16,545	141	198	149
East South Central.....	+28	+11	+7	14	3,165	-11	-8	11	4,461	169	250	209
West South Central.....	+18	-10	+12	38	8,821	-14	+3	32	16,497	205	281	178
Mountain.....	+5	-10	0	14	2,358	-7	+6	13	3,462	151	177	127
Pacific.....	+26	-29	-3	37	11,247	-34	-3	22	17,011	236	425	167
Miscellaneous.....	0	+1	+2	42	7,823	+19	+2	30	8,195	115	115	144

x Insufficient data to show separately.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the mark-up of sales, which varies from trade to trade.² Includes reports received too late for inclusion in previous monthly trends.³ The United States total and totals for some trades include a number of establishments not assigned to a geographic division.⁴ Not affiliated with voluntary or cooperative groups.⁵ Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

Note: Percentage changes are computed on an unweighted basis by summarizing all reports received in time for tabulation. Since coverage varies by kind of business and geographic division depending upon participation of wholesalers in the reporting service, data shown may not necessarily represent trends of all wholesalers. They do reflect, however, the experience of those wholesalers submitting data in each of the periods for which comparisons are made.

States comprising geographic divisions:

New England (Conn., Maine, Mass., N.H., R.I., Vt.)

Middle Atlantic (N.J., N.Y., Pa.)

East North Central (Ill., Ind., Mich., Ohio, Wis.)

West North Central (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)

South Atlantic (Del., Fla., Ga., Md., N.C., S.C., Va., W. Va.)

East South Central (Ala., Ky., Miss., Tenn.)

West South Central (Ark., La., Okla., Texas)

South Central - East South Central and West South Central combined

Mountain (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)

Pacific (Calif., Oreg., Wash.)

658
In 33/4
MONTHLY

WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE

Charles Sawyer, Secretary

BUREAU OF THE CENSUS

Roy V. Peel, Director

THE LIBRARY OF THE

JUL 10 1952

MAY 1952

UNIVERSITY OF ILLINOIS

FOR RELEASE
JULY 7, 1952

SALES AND INVENTORIES

Sales and inventory trends contained in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 4,361 wholesale establishments in various lines of business.

SALES

May dollar sales of wholesalers were down slightly (1%) from the level of the previous month, but indicated no change from sales a year ago. However, cumulative sales for the first five months of 1952 lagged 6 percent behind the comparable period of last year.

Most geographic divisions reflected declines below April sales, the sharpest drop, 6 percent, being shown by New England. However, the West South Central indicated practically no change from the previous month and three divisions--the East North Central, East South Central, and the Pacific--reported small gains of 1 to 3 percent. Although sales for the country as a whole were about the same as a year ago, five divisions experienced declines of 2 to 4 percent and four noted gains of 3 to 5 percent.

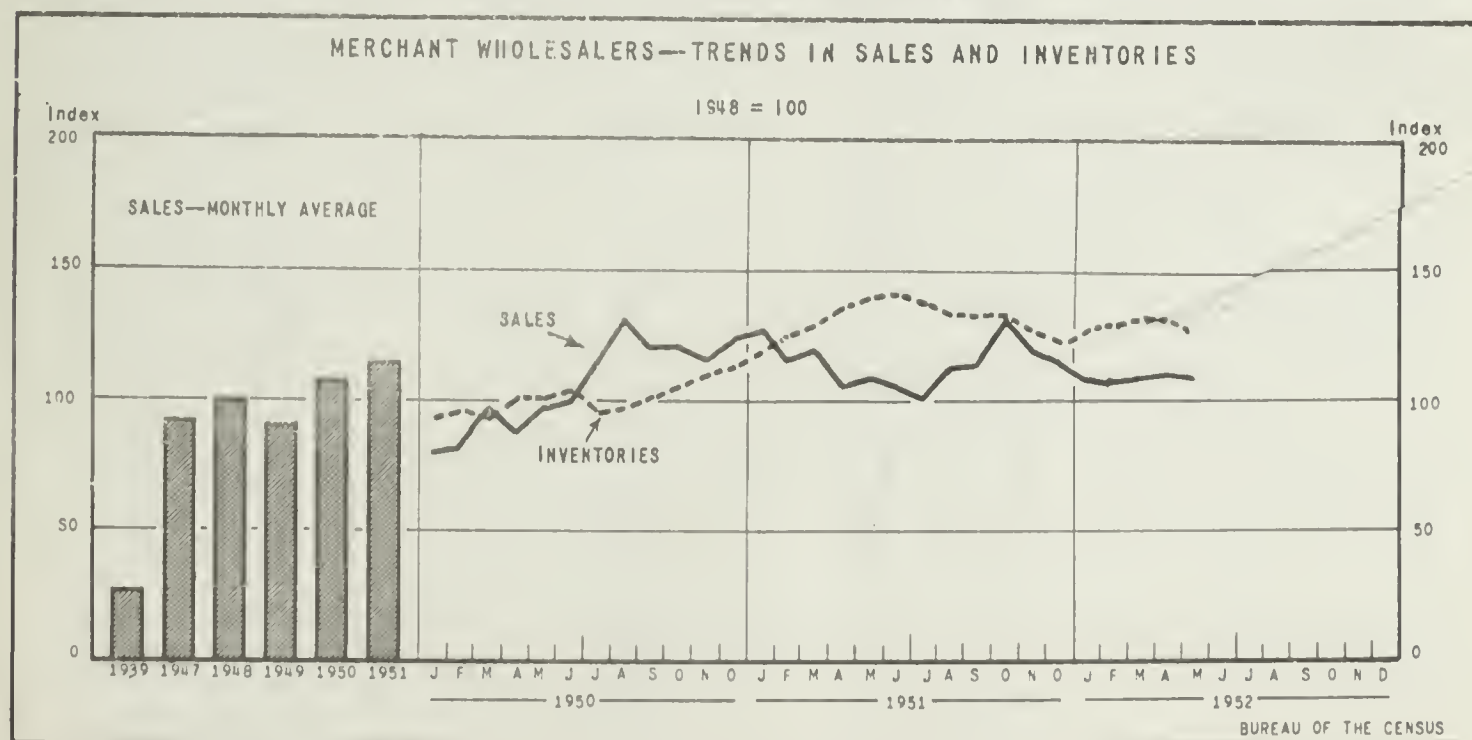
Most of the 37 kinds of business covered in this survey reflected sales decreases below April levels, as well as under sales a year ago. Farm supplies, down 34 percent, showed the heaviest decline below the previous month. Twelve trades, however, led by refrigeration equipment, indicated gains up to 18 percent, while six trades reported practically no change. Beer and electrical appliances and specialties, each up 8 percent, were among the trades indicating gains. Compared with a year ago, declines of 15 percent or more were experienced by industrial chemicals, fresh fruits and vegetables, and paper and its products. The wines and spirits trade, with an increase of 11 percent, led the 15 trades reporting increases over May 1951 sales.

INVENTORIES

Inventories (valued at cost) of wholesalers dropped 2 percent below the April 30 stock level and were 10 percent under stocks on hand at the end of May last year. All geographic divisions followed the national trend with inventory declines below both periods. The East South Central division, which indicated the heaviest decline (6%) below April stocks, shared with the West North Central division the largest drop (15%) below a year ago. Based on the reports of 3,355 wholesale establishments submitting inventories in conjunction with sales, the May stock-sales ratio of 173 was 2 points lower than that reported for April and 19 points below May 1951.

RETAIL

Preliminary figures from the Bureau's Monthly Retail Trade Report indicated that May sales of large retail stores were 6 percent above April and 5 percent over a year ago.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

MAY 1952

(Data are shown by geographic division, where possible without disclosure of individual operations)

(Data are shown by geographic division, where possible without disclosure of individual company data)												
Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹		
	Percent change		May 1952 panel			Percent change, May 1952 from--		May 1952 panel				
	May 1952 from--		5 mo. 1952 from 5 mo. 1951 ²	Number of estab- lishments report- ing	Reported dollar values (add 000)	May 1952 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)			
	May 1951	Apr. 1952				May 1951	Apr. 1952					
United States, total ³	0	-1	-6	4,361	\$794,098	-10	-2	3,353	\$1,126,285	173	192	175
New England.....	-2	-6	-7	262	34,120	-7	-3	183	42,607	163	171	161
Middle Atlantic.....	-4	-2	-9	794	152,934	-13	-2	584	171,725	144	160	144
East North Central.....	-3	+1	-6	845	144,683	-7	-2	685	185,009	151	156	153
West North Central.....	-2	-1	-9	531	102,534	-15	0	407	165,469	196	224	195
South Atlantic.....	+4	-3	-3	526	88,114	-11	-3	411	124,300	170	198	168
East South Central.....	+5	+3	-2	205	35,510	-15	-6	153	45,711	154	192	167
West South Central.....	+5	0	-1	408	71,136	-8	-5	323	111,408	190	216	197
Mountain.....	-4	-3	-7	178	24,742	-6	-3	148	38,769	180	185	179
Pacific.....	+3	+2	-6	562	111,569	-11	-3	409	155,852	183	209	190
Automotive supplies.....	+10	+2	-6	381	20,155	0	-1	221	21,672	273	261	272
New England.....	+4	+6	-7	21	680	-10	0	8	480	279	199	275
Middle Atlantic.....	-6	+1	-14	54	1,262	0	-1	49	2,956	276	257	281
East North Central.....	+1	0	-5	75	3,830	-5	0	59	6,795	267	276	258
West North Central.....	+14	+2	-5	85	4,950	+7	-3	30	3,112	256	224	266
South Atlantic.....	+28	+14	-4	25	3,211	-1	0	18	1,847	290	302	318
South Central.....	+25	+3	-5	15	2,482	+24	+3	8	1,538	271	204	250
Mountain.....	+21	+11	-1	27	1,029	+4	-1	17	1,451	301	298	313
Pacific.....	-8	-9	-10	79	2,711	0	-2	32	3,583	288	279	275
Electrical group, total.....	-4	0	-17	698	142,259	-16	-4	626	240,878	179	207	188
Full-line wholesalers.....	-4	-1	-16	440	110,510	-14	-4	432	202,011	185	206	190
New England.....	-12	-5	-18	33	6,086	-10	-3	33	13,458	221	218	215
Middle Atlantic.....	-13	-6	-16	63	16,618	-23	-3	61	31,156	191	215	183
East North Central.....	-10	-3	-15	89	24,679	-5	0	87	43,264	177	168	172
West North Central.....	-7	+5	-24	42	9,330	-12	-2	42	18,215	195	206	208
South Atlantic.....	+8	+1	-10	63	16,346	-15	-5	61	28,830	181	230	194
East South Central.....	+29	+6	-6	28	5,743	-22	-9	27	8,720	155	258	180
West South Central.....	+20	+4	-9	48	11,739	-19	-6	48	21,495	183	271	202
Mountain.....	-14	-9	-21	21	3,561	-13	-3	21	7,053	196	196	187
Pacific.....	-9	0	-21	53	16,408	-10	-6	52	29,800	183	185	195
Wiring supplies, construction materials distributors.....	-10	-4	-4	136	9,954	-3	0	95	11,244	153	142	144
New England.....	-10	+3	+2	12	659	0	-1	4	275	210	206	223
Middle Atlantic.....	-10	-12	-5	38	1,413	+7	0	25	2,046	187	157	159
East North Central.....	-12	-5	-4	29	2,772	+11	+4	22	2,826	135	115	125
West North Central.....	-6	+2	-17	9	1,019	-7	+1	7	1,285	236	203	207
South Atlantic.....	-22	-3	-5	19	1,732	-14	-2	14	1,819	126	113	129
South Central.....	+5	-1	+10	10	1,276	-4	-2	8	1,564	134	147	135
Mountain.....	+7	+4	+7	5	404	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-9	-13	-13	14	679	-22	-4	12	1,126	176	208	159
Appliances and specialty wholesalers.....	+1	+8	-29	122	21,795	-32	-12	99	27,623	152	245	197
New England.....	+10	+3	-37	13	959	-27	-17	10	1,007	150	226	189
Middle Atlantic.....	-23	-6	-40	26	6,457	-40	-9	18	7,775	192	285	214
East North Central.....	+3	+18	-36	20	2,410	-35	-20	15	2,829	137	221	222
West North Central.....	+16	+2	-22	16	2,220	-45	-14	15	3,993	184	386	216
South Atlantic.....	+41	+21	-10	18	3,926	-13	-12	17	4,584	132	209	188
South Central.....	+26	+45	-5	13	2,114	-23	-12	11	2,631	127	211	210
Mountain.....	+8	+10	-14	6	816	-6	-4	6	1,529	187	216	216
Pacific.....	+5	+5	-13	10	2,893	-23	-12	7	3,275	117	163	141
Furniture and house furnishings.....	+6	-6	-16	84	14,443	-22	-1	66	23,071	186	252	178
New England.....	-2	-11	-17	4	709	-8	-4	4	1,295	183	197	168
Middle Atlantic.....	+8	-13	-13	16	2,284	-16	-1	12	4,234	235	311	214
East North Central.....	+10	-11	-16	9	2,043	-19	+4	7	3,509	202	283	170
West North Central.....	-3	-4	-25	12	2,087	-37	-7	12	3,833	184	281	191
South Atlantic.....	+9	-2	-10	11	993	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	+18	0	-12	15	1,885	-21	-3	15	3,619	192	287	198
Mountain.....	+15	+1	-11	7	1,211	-8	+5	5	1,729	187	230	179
Pacific.....	0	-3	-18	10	3,231	-23	+2	8	4,196	139	179	133
Hardware.....	-6	0	-16	160	62,151	-8	-2	134	138,538	260	260	264
Middle Atlantic.....	-3	-1	-14	38	9,370	0	-3	32	16,658	199	194	202
East North Central.....	-6	+3	-21	23	10,822	-11	-4	22	27,765	262	281	284
West North Central.....	-19	-9	-21	19	10,059	-8	+4	18	29,127	354	299	299
South Atlantic.....	-1	+2	-11	22	5,378	-9	-5	19	11,562	232	254	252
East South Central.....	+11	+16	-9	13	5,329	-18	-4	11	9,276	192	265	235
West South Central.....	+2	+5	-12	15	5,469	-10	-7	9	8,165	248	272	231
Mountain.....	-7	-3	-15	8	2,446	-4	-4	5	3,338	289	287	289
Pacific.....	-5	-4	-17	19	12,853	-5	-2	15	31,722	277	278	273
Industrial supplies.....	-5	+1	-5	83	10,852	+6	0	60	15,834	208	191	202
New England.....	-15	+1	-8	7	422	+9	0	6	1,101	330	256	329
Middle Atlantic.....	-2	0	-2	20	1,616	+8	-3	14	2,288	160	179	165
East North Central.....	-19	-9	-12	7	1,297	-7	-3	6	1,416	192	173	188
West North Central.....	-18	-3	-19	6	643	+4	+7	4	913	237	172	209
South Atlantic.....	-8	+1	-11	10	783	+2	-2	9	1,864	241	222	249
South Central.....	+2	+5	0	25	4,847	+11	+1	15	7,427	212	203	200
Pacific.....	-8	-1	-11	8	1,078	0	-3	6	1,805	194	184	200
Jewelry.....	+1	-2	-16	152	5,941	-18	-5	87	12,681	292	378	300
New England.....	-7	-3	-16	8	358	-19	-2	4	344	284	385	271
Middle Atlantic.....	+10	-5	-12	44	1,998	-21	-8	17	2,787	217	352	251
East North Central.....	-4	-8	-21	40	1,247	-5	+2	28	3,886	366	370	331
West North Central.....	-16	-9	-23	17	708	-15	-2	13	2,219	347	390	324
South Atlantic.....	-11	-19	-14	6	193	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	+5	+2	-1	7	227	-38	-9	5	387	337	532	320
Pacific.....	-1	+1	-12	27	1,200	-26	-12	16	2,558	262	387	311

See footnotes at end of table.

MAY 1952

(Data are shown by geographic division, where possible without disclosure of individual operations)

Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)					Stock-sales ratios ¹		
	Percent change			May 1952 panel		Percent change		May 1952 panel			May 1952	May 1951	Apr. 1952
	May 1952 from--		5 mo. 1952 from 5 mo. 1951 ²	Number of estab- lishments report- ing	Reported dollar values (add 000)	May 1952 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)				
	May 1951	Apr. 1952				May 1951	Apr. 1952						
Lumber and building materials.....	-11	-1	-14	80	\$14,257	-18	-2	54	\$12,528	122	140	122	
Middle Atlantic.....	-9	-4	-4	19	3,395	+17	+3	9	1,322	58	44	51	
East North Central.....	+5	+25	-8	11	1,635	-3	-1	8	1,264	104	123	128	
West North Central.....	-26	-13	-28	7	596	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
South Atlantic.....	-20	-1	-15	10	1,803	+16	+17	8	1,523	165	123	146	
South Central.....	-16	+2	-21	5	977	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
Mountain.....	-11	-6	-14	7	2,274	-9	-6	6	3,634	174	184	172	
Pacific.....	-10	-14	-17	8	1,471	-19	-1	6	1,755	130	173	121	
Machinery equipment, supplies (except electricals).....	-11	-10	-3	52	8,827	+17	-1	40	17,723	239	168	219	
New England.....	-29	-4	-16	5	405	+16	-1	4	1,161	409	237	403	
Middle Atlantic.....	-22	-20	-4	9	1,460	-4	-4	6	2,172	158	127	131	
East North Central.....	+53	0	+31	12	1,917	+8	+2	9	1,897	157	177	173	
South Atlantic.....	+1	-2	-10	8	867	-1	0	6	2,318	307	297	284	
South Central.....	-45	-17	-27	6	1,416	+52	0	5	6,575	472	170	386	
Pacific.....	-3	-17	+12	8	1,347	+14	-6	6	1,971	202	171	187	
Metals.....	-3	-8	0	42	12,986	+41	+2	38	21,231	167	114	151	
Paints and varnishes.....	-5	+7	-13	49	6,371	-8	-1	45	17,522	281	289	303	
Plumbing and heating supplies.....	-5	-1	-14	133	17,660	-17	-3	111	30,563	194	225	200	
New England.....	-6	+20	-17	7	325	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
Middle Atlantic.....	-21	-2	-17	30	2,256	-6	-2	23	3,976	205	174	210	
East North Central.....	-14	-1	-18	15	1,289	-12	-3	14	3,472	282	275	287	
West North Central.....	-20	+8	-34	15	1,321	-17	0	13	3,131	255	246	276	
South Atlantic.....	+11	-3	-10	38	8,140	-18	-3	38	14,187	174	235	175	
East South Central.....	-6	+3	0	11	2,286	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
Pacific.....	-20	-13	-20	5	1,069	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
Refrigeration equipment, parts (commercial).....	+1	+18	-13	72	2,276	-3	-3	62	4,734	267	265	306	
Middle Atlantic.....	-3	+12	-12	15	415	-5	-3	12	522	224	220	247	
East North Central.....	-16	+12	-18	22	310	-9	-8	17	798	353	340	410	
West North Central.....	-24	+43	-36	5	162	-18	0	5	451	278	258	397	
South Atlantic.....	+8	+13	-10	15	525	+8	-2	15	1,312	250	250	288	
South Central.....	+59	+65	+16	4	325	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
Pacific.....	-3	+7	-27	9	205	-3	+3	9	698	340	340	355	
Surgical, medical, equipment, supplies.....	-3	-1	-9	34	4,846	-7	0	29	5,872	132	140	130	
Middle Atlantic.....	+2	+2	+1	8	948	-10	-6	6	841	107	122	117	
East North Central.....	-5	-4	-15	10	2,234	-8	+2	9	2,774	131	135	123	
South Atlantic.....	-10	-8	-11	5	588	-10	-4	5	911	155	156	149	
South Central.....	+12	+12	-1	4	523	+2	-1	4	558	107	117	121	
Beer.....	-3	+8	+6	37	1,238	+31	+20	33	1,104	63	47	56	
Middle Atlantic.....	+2	+17	+7	8	455	+8	-18	7	107	24	23	34	
East North Central.....	+5	+17	+7	11	626	+25	+13	11	294	47	39	49	
West North Central.....	+10	+21	+16	5	148	-5	0	4	60	85	91	100	
South Atlantic.....	-23	-16	-1	5	326	+76	+58	4	355	131	56	66	
Pacific.....	-3	+4	+4	5	338	+10	+15	4	239	83	73	74	
Chemicals, industrial.....	-17	0	-20	17	2,531	+5	-3	12	1,779	83	67	87	
Clothing and furnishings (except shoes).....	-11	-11	-15	23	3,081	-21	-4	17	3,995	196	241	157	
Coal.....	-12	-1	-2	19	2,929	+13	+23	17	3,219	113	92	91	
Confectionery.....	+8	+2	+9	41	1,423	+6	-5	23	953	104	104	109	
Middle Atlantic.....	+4	+7	+5	8	348	+3	+2	6	294	87	89	93	
East North Central.....	+12	+13	+6	4	114	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
South Atlantic.....	-1	+1	+3	12	325	-10	-6	7	260	110	120	120	
South Central.....	+13	-7	+15	11	408	+35	-10	5	241	109	91	106	
Dairy and poultry products.....	-3	+2	+1	25	7,234	-6	+30	18	2,740	43	45	33	
Drugs and sundries (liquor excluded).....	+2	-5	+4	200	57,064	+3	-3	159	88,082	193	192	190	
New England.....	+2	-5	+3	14	3,002	+4	-1	12	4,500	187	180	180	
Middle Atlantic.....	+1	-4	+3	27	10,309	+7	-2	19	11,287	174	166	174	
East North Central.....	+1	-5	+4	27	9,894	+2	-1	20	13,075	172	171	165	
West North Central.....	+3	-3	+4	19	5,573	+1	-3	16	8,442	180	182	182	
South Atlantic.....	+2	-6	+7	28	6,130	+1	-4	20	8,509	198	198	191	
East South Central.....	-1	-4	+2	15	3,280	-1	-6	12	5,065	189	188	192	
West South Central.....	+4	-4	+5	34	8,199	+4	-2	28	15,430	225	225	223	
Mountain.....	+2	-8	+7	11	1,645	+3	-2	9	3,853	250	247	234	
Pacific.....	+5	-5	+5	25	9,032	+1	-3	23	17,721	197	204	193	
Dry goods.....	-5	-6	-15	174	34,026	-31	-1	144	68,032	239	325	228	
New England.....	-13	-9	-21	8	681	-23	-10	8	1,044	153	172	154	
Middle Atlantic.....	-20	0	-27	45	6,027	-28	+3	33	8,980	236	251	245	
East North Central.....	-2	-10	-10	16	3,320	-36	+1	16	6,102	184	281	163	
West North Central.....	-3	-4	-15	18	11,797	-30	0	17	30,138	256	356	247	
South Atlantic.....	0	-7	-9	23	3,559	-29	-2	18	7,629	237	333	221	
East South Central.....	-7	-6	-9	14	1,207	-21	-4	9	2,730	310	369	300	
West South Central.....	0	-6	-10	21	2,379	-34	-1	21	5,285	222	337	212	
Mountain.....	-6	-1	-14	5	421	-25	+1	5	1,302	309	388	309	
Pacific.....	+15	-13	-3	24	4,635	-36	-2	17	4,822	248	394	215	
Farm supplies.....	-11	-34	+2	18	3,693	+23	-8	9	844	49	43	50	
Fresh fruits and vegetables.....	-16	+4	+4	60	5,845	-37	-18	38	722	20	29	25	
New England.....	-3	+10	+7	5	299	-11	0	5	31	10	11	11	
Middle Atlantic.....	-17	-9	+11	16	1,206	-3	-39	9	28	6	6	10	
East North Central.....	-26	+26	+3	13	1,524	-39	-7	6	25	7	10	9	
West North Central.....	-15	-5	+7	6	670	-12	+5	6	175	26	25	24	
South Atlantic.....	-11	-1	+4	5	312	+9	-30	4	37	14	11	18	
East South Central.....	-15	0	-2	6	345	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
Pacific.....	-4	-7	-1	6	1,090	-55	-13	4	119	12	25	13	

See footnotes at end of table.

WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

MAY 1952

(Data are shown by geographic division, where possible without disclosure of individual operations)

Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹		
	Percent change		May 1952 panel			Percent change, May 1952 from--		May 1952 panel		May 1952	May 1951	Apr. 1952
	May 1952 from--		5 mo. 1952 from 5 mo. 1951 ²	Number of estab- lishments report- ing	Reported dollar values (add 000)	May 1952 panel						
	May 1951	Apr. 1952				Number of estab- lishments report- ing	Reported dollar value (add 000)					
Groceries, total.....	+5	+2	+5	889	\$143,886	-8	-4	707	\$147,696	134	153	142
Nonaffiliated full-line wholesalers ⁴	+1	0	+3	562	60,619	-10	-6	468	65,482	132	148	139
New England.....	-3	+8	-4	8	1,640	-25	-6	6	2,365	160	209	186
Middle Atlantic.....	+6	+2	+6	20	3,019	-6	-5	13	3,172	131	148	143
East North Central.....	+3	-1	+6	134	10,709	-12	-8	125	12,700	137	160	146
West North Central.....	-3	+2	0	60	6,476	-13	-5	46	6,952	139	151	148
South Atlantic.....	+2	0	+5	66	8,545	-3	-6	41	7,559	122	128	130
East South Central.....	-1	-1	0	40	4,645	-12	-2	30	4,143	121	135	122
West South Central.....	+3	-1	+4	111	14,295	-10	-9	88	13,881	125	142	135
Mountain.....	+1	+5	+4	26	2,710	-9	-3	25	3,696	140	154	151
Pacific.....	+1	-1	+2	97	8,580	-8	0	94	11,014	136	149	134
Voluntary-group wholesalers.....	+9	-4	+6	202	58,088	-8	-3	154	59,109	135	159	147
New England.....	+6	-1	+9	10	3,460	+1	-6	8	2,061	112	125	121
Middle Atlantic.....	+2	+1	+2	36	11,416	-13	-7	25	12,633	161	177	174
East North Central.....	+12	+5	+10	49	12,760	-5	-2	34	9,056	106	125	113
West North Central.....	+8	+3	+4	70	18,236	-8	-1	70	27,507	151	176	157
South Atlantic.....	0	0	+3	13	2,951	0	-2	7	1,892	115	114	119
Pacific.....	+26	+16	+13	18	6,966	-7	-5	4	2,607	77	128	116
Retailer-cooperative warehouses.....	+10	+3	+10	22	10,356	-7	+2	15	5,678	102	118	102
Specialty lines wholesalers.....	+6	0	+2	103	14,823	-1	+1	70	17,427	154	166	150
New England.....	-14	-4	+4	5	191	+49	+9	4	109	60	34	53
Middle Atlantic.....	+4	-12	+2	24	3,327	-14	-3	13	3,355	134	162	117
East North Central.....	+6	+7	+6	10	755	+2	-3	5	267	71	75	74
South Atlantic.....	-3	-8	+3	19	1,952	+9	-6	12	1,634	101	89	97
East South Central.....	+1	-3	+7	6	642	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	+8	+8	-4	5	370	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+11	+11	0	29	6,680	+3	+5	26	10,711	208	231	221
Leather and shoe findings.....	0	-2	-9	26	572	-8	+1	15	1,217	163	410	366
Middle Atlantic.....	-6	-8	-2	5	33	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	+3	-6	-3	5	95	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central.....	+5	-2	-7	4	58	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-3	0	-12	7	308	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products.....	-10	+4	-3	42	25,228	-9	-2	37	10,204	52	51	52
Middle Atlantic.....	-19	-6	-5	11	4,108	-10	+5	11	2,224	54	49	48
East North Central.....	-11	-2	-1	13	10,050	-14	-3	12	4,946	52	53	52
Pacific.....	+8	+14	+5	5	4,679	-6	-12	4	814	32	38	37
Paper and its products.....	-16	-5	-12	68	9,398	+15	+2	44	10,308	165	119	132
New England.....	-18	-5	-11	5	289	+10	0	4	396	233	179	226
Middle Atlantic.....	-19	-9	-11	18	2,654	+38	-1	11	2,161	138	81	125
East North Central.....	-15	-3	-14	21	3,889	+16	-1	15	3,927	124	87	120
West North Central.....	-15	0	-15	4	313	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	-15	-8	-13	6	737	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East South Central.....	-11	+4	-8	4	419	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	-13	-4	-9	7	1,056	+2	+3	6	2,373	295	272	269
Pacific.....	-13	-4	-9	7	1,056	+2	+3	6	2,373	295	272	269
Petroleum.....	+4	-3	+2	29	5,727	-6	-4	28	5,134	90	98	91
Shoes and other footwear.....	+1	-16	0	35	23,697	-5	+3	31	71,540	305	326	250
Tobacco products.....	+4	+5	+5	276	43,308	+1	-4	158	16,328	56	58	62
New England.....	+3	+7	+5	34	3,277	0	-4	12	692	54	56	61
Middle Atlantic.....	+3	+10	+3	55	14,356	0	-11	33	6,569	60	64	76
East North Central.....	+6	+6	+5	66	8,474	-2	0	41	2,647	52	56	54
West North Central.....	+5	+2	+6	41	5,362	+6	0	29	2,407	57	57	58
South Atlantic.....	+4	+3	+8	24	5,094	+10	+3	18	2,280	57	52	56
East South Central.....	+3	+2	+14	11	1,617	-3	-1	6	548	42	44	44
West South Central.....	+5	-3	+10	20	2,005	-1	-5	6	317	38	40	36
Mountain.....	+2	+1	-2	7	421	-28	+4	6	258	64	90	62
Pacific.....	+1	+1	+1	18	2,742	-8	-1	7	610	56	64	57
Wines and spirits ⁵	+11	0	0	274	85,567	-14	0	217	111,259	164	203	160
New England.....	+10	-21	-3	22	4,644	-7	+5	16	4,520	128	156	118
Middle Atlantic.....	+12	-1	-7	40	26,759	-20	0	37	28,074	132	178	128
East North Central.....	+9	+8	-6	47	11,809	+5	+11	33	15,212	158	161	146
West North Central.....	+8	+24	-2	28	6,715	-14	+8	22	8,967	202	247	219
South Atlantic.....	+5	-16	+11	38	10,403	-5	+2	34	16,516	172	190	141
East South Central.....	0	-23	+7	14	2,539	+4	+1	12	5,105	234	221	172
West South Central.....	+8	-1	+11	38	8,890	-13	-10	32	15,216	189	234	207
Mountain.....	0	+5	0	12	1,863	-7	-2	11	2,818	152	154	166
Pacific.....	+21	+17	+2	35	11,985	-33	-5	20	14,831	208	334	251
Miscellaneous.....	-14	0	-1	41	8,233	-4	-17	30	7,345	117	99	139

x Insufficient data to show separately.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the mark-up of sales, which varies from trade to trade.² Includes reports received too late for inclusion in previous monthly trends.³ The United States total and totals for some trades include a number of establishments not assigned to a geographic division.⁴ Not affiliated with voluntary or cooperative groups.⁵ Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

Note: Percentage changes are computed on an unweighted basis by summarizing all reports received in time for tabulation. Since coverage varies by kind of business and geographic division depending upon participation of wholesalers in the reporting service, data shown may not necessarily represent trends of all wholesalers. They do reflect, however, the experience of those wholesalers submitting data in each of the periods for which comparisons are made.

States comprising geographic divisions:

New England (Conn., Maine, Mass., N.H., R.I., Vt.)

Middle Atlantic (N.J., N.Y., Pa.)

East North Central (Ill., Ind., Mich., Ohio, Wis.)

West North Central (Iowa, Kan., Minn., Mo., Nebr., N.Dak., S.Dak.)

South Atlantic (Del., Fla., Ga., Md., N.C., S.C., Va., W.Va.)

East South Central (Ala., Ky., Miss., Tenn.)

West South Central (Ark., La., Okla., Tex.)

South Central - East South Central and West South Central combined.

Mountain (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)

Pacific (Calif., Oreg., Wash.)

WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE

Charles Sawyer, Secretary

BUREAU OF THE CENSUS

Roy V. Peel, Director

THE LIBRARY OF THE

AUG 13 1952

FOR RELEASE

AUGUST 6, 1952

UNIVERSITY OF ILLINOIS

JUNE 1952

SALES AND INVENTORIES

Sales and inventory trends contained in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 4,292 wholesale establishments in various lines of business.

SALES

Sales of merchant wholesalers during June were at approximately the same level as a month earlier, but reflected an increase of 3 percent over June sales a year ago. Cumulative sales for the first six months of 1952 were down 5 percent below the first half of 1951.

By geographic division, there was little variation in sales from the previous month as trends ranged from a slight (1%) decline in the Middle Atlantic, East North Central and West South Central Divisions to a small gain of 3 percent in the Pacific. Compared with a year ago, gains of 2 to 9 percent were experienced in all but three divisions, the Middle Atlantic and East North Central, which were off slightly (1%), and the Mountain, which indicated no change from June 1951 sales. Only the West South Central Division, up 1 percent, reflected cumulative sales during the first half of 1952 higher than in the same period of 1951.

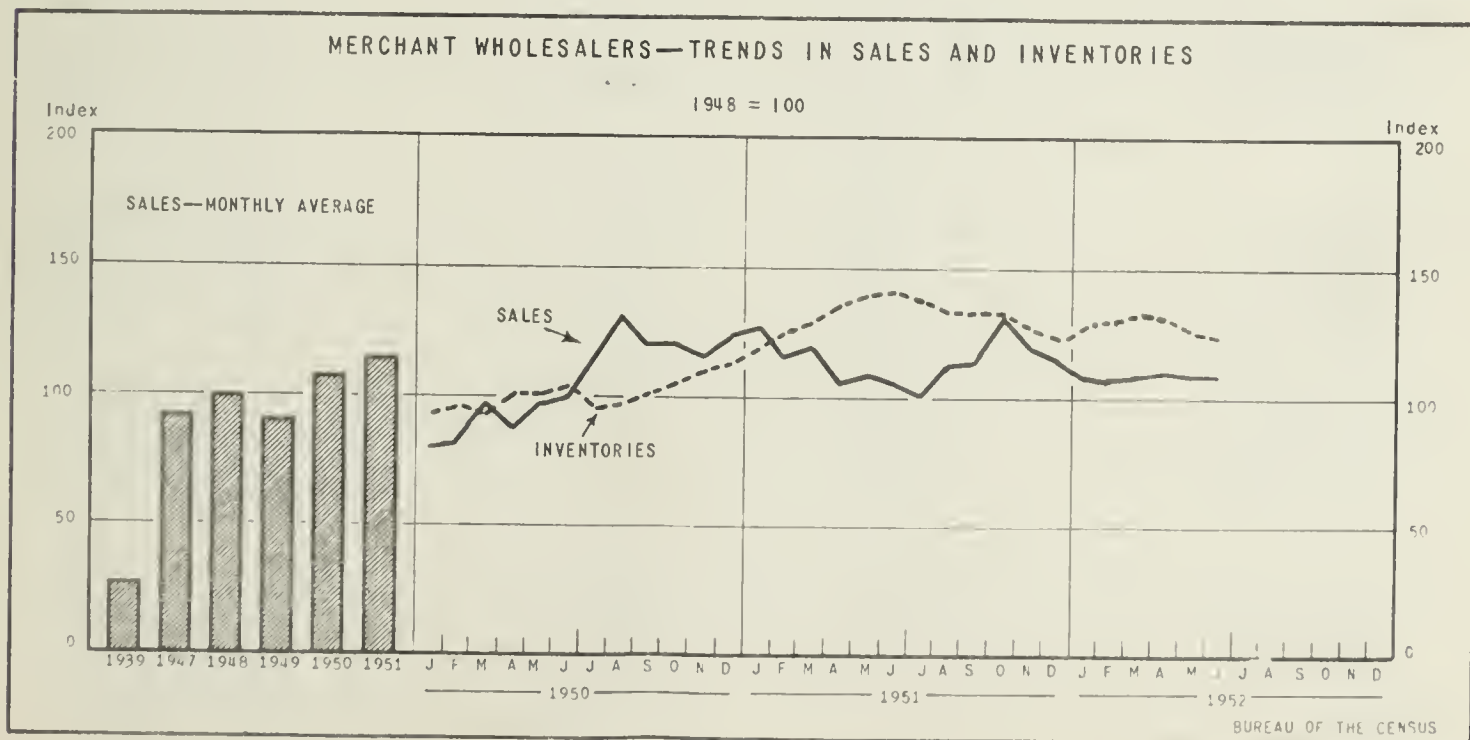
Most trades reported small declines below May sales levels, although jewelry, petroleum and farm supplies, indicated declines of 15 to 22 percent. Sales gains were experienced by thirteen trades, led by beer, commercial refrigeration equipment, and fresh fruits and vegetables, which noted seasonal increases of 14, 17, and 20 percent, respectively. Compared with sales a year ago, electrical appliances and specialties reported the largest increase, 28 percent. However, cumulative sales of electrical appliances and specialties were down 22 percent, the sharpest drop below first half 1951.

INVENTORIES

End-of-June inventories (at cost) of wholesalers dropped 2 percent below the May 31 stock level and were 14 percent under stocks on hand at the end of June last year. With the exception of New England, which was up 2 percent, all geographic divisions reported inventory declines from the previous month. However, all divisions reported stocks 9 to 17 percent lower than a year ago. Based on the reports of 3,221 wholesale establishments submitting inventories in conjunction with sales, the June stock-sales ratio of 168 was 4 points lower than that reported for May and 31 points below June 1951.

RETAIL

Preliminary figures from the Bureau's Monthly Retail Trade Report indicated that June sales of large retail stores were 6 percent below May but 2 percent over a year ago.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

JUNE 1952

(Data are shown by geographic division, where possible without disclosure of individual operations)

(Data are shown by geographic division, where possible without disclosure of individual specifications)												
Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹		
	Percent change		June 1952 panel			Percent change		June 1952 panel				
	June 1952 from--		6 mo. 1952 from 6 mo. 1951 ²	Number of estab- lishments report- ing	Reported dollar values (add 000)	June 1952 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)			
	June 1951	May 1952				June 1951	May 1952					
United States, total ³	+3	0	-5	4,292	\$788,226	-14	-2	3,221	\$1,040,660	168	199	172
New England.....	+5	+2	-5	260	34,476	-9	+2	176	39,552	164	193	162
Middle Atlantic.....	-1	-1	-8	765	148,793	-16	-2	545	155,964	139	162	140
East North Central.....	-1	-1	-5	836	141,347	-11	-2	664	171,126	148	162	150
West North Central.....	+2	+1	-7	515	100,518	-17	-2	387	153,476	192	237	197
South Atlantic.....	+7	0	-1	540	90,320	-15	-4	418	117,506	160	204	167
East South Central.....	+9	0	0	211	35,542	-17	-1	152	42,229	149	199	153
West South Central.....	+9	-1	+1	392	69,860	-10	-5	294	98,308	177	221	187
Mountain.....	0	+2	-6	180	26,669	-9	-3	145	37,108	162	184	174
Pacific.....	+6	+3	-4	543	111,579	-16	-5	390	139,045	176	219	186
Automotive supplies.....	+7	+7	-4	360	20,181	0	-1	197	19,450	273	271	284
New England.....	+14	+6	-3	21	718	-15	-4	9	497	249	291	293
Middle Atlantic.....	-3	+4	-13	46	1,034	+3	-1	42	2,495	288	271	298
East North Central.....	+6	+3	-3	74	3,503	-7	-3	49	5,597	243	272	260
West North Central.....	+12	+16	-2	77	5,441	+1	-5	21	2,353	257	242	264
South Atlantic.....	+19	+5	-1	23	3,234	+1	-3	17	1,640	300	289	311
East South Central.....	0	+3	-4	15	2,520	+13	+4	9	1,567	269	257	297
South Central.....	+22	+19	0	26	736	0	-2	16	1,173	314	315	323
Mountain.....	+4	+10	-8	74	2,809	+9	+3	30	3,634	301	267	299
Pacific.....	+11	+9	-13	700	155,938	-28	-8	25	221,427	151	232	180
Electrical group, total.....	+9	+10	-12	438	120,156	-29	-9	431	182,952	154	237	185
Full-line wholesalers.....	+8	+11	-14	32	6,524	-24	-5	32	12,369	190	270	220
New England.....	-6	+7	-15	61	17,335	-37	-10	60	27,872	162	243	192
Middle Atlantic.....	+2	+9	-13	86	26,524	-22	-8	84	38,809	151	195	179
East North Central.....	+11	+9	-19	43	10,175	-30	-10	43	16,501	162	255	196
West North Central.....	+22	+13	-5	64	18,563	-28	-9	62	26,433	147	251	182
South Atlantic.....	+54	+20	+2	28	6,866	-33	-9	27	7,952	118	271	155
East South Central.....	+41	+15	-2	48	13,467	-31	-9	48	19,542	145	297	183
West South Central.....	-3	+7	-18	21	3,817	-28	-8	21	6,464	169	228	198
Mountain.....	-1	+3	-18	55	16,885	-28	-9	54	27,011	161	221	183
Pacific.....	-2	+3	-3	137	10,951	-4	-4	98	12,288	150	148	158
Wiring supplies, construction materials distributors.....	+14	-3	+4	14	818	+6	+1	5	377	181	194	179
New England.....	-8	+13	-6	31	1,242	-2	-6	20	1,582	172	153	203
Middle Atlantic.....	-4	-1	-4	32	3,489	+12	-2	27	4,550	148	131	149
East North Central.....	+30	+32	-11	7	1,115	-11	-8	5	769	148	202	224
West North Central.....	-17	0	-7	20	1,747	-23	-10	16	1,747	115	122	128
South Atlantic.....	+8	0	+11	13	1,390	-3	+2	9	1,608	167	182	165
South Central.....	+11	-7	+8	5	374	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	-13	-3	-12	15	776	-20	-2	14	1,337	174	188	173
Pacific.....	+28	+11	-22	125	24,831	-30	-6	96	26,186	132	246	155
Appliances and specialties wholesalers...	+26	-8	-30	12	1,280	-30	+1	8	879	140	287	143
New England.....	+12	+19	-35	26	7,844	-44	-12	18	6,972	141	266	188
Middle Atlantic.....	+17	+5	-30	21	2,659	-20	+7	16	3,547	161	232	152
East North Central.....	+31	+20	-17	13	1,924	-29	+9	12	3,207	168	310	186
West North Central.....	+61	+11	-1	19	4,360	-21	-9	14	3,706	105	224	128
South Atlantic.....	+69	+15	+4	12	2,380	-27	-6	9	2,329	100	235	123
South Central.....	+46	+11	-6	8	1,316	0	-3	8	2,220	169	245	192
Mountain.....	+21	-1	-9	14	3,068	-29	-14	11	3,326	112	194	129
Pacific.....	+15	-1	-12	88	14,662	-27	-4	70	23,233	186	291	195
Furniture and home furnishings.....	+4	+5	-14	4	742	-10	-7	4	1,209	163	189	183
New England.....	+12	0	-10	17	2,336	-29	-6	13	4,279	245	361	246
Middle Atlantic.....	+19	-2	-12	9	1,998	-24	+1	7	3,561	209	336	202
East North Central.....	+4	-10	-21	12	1,872	-38	+1	12	3,862	206	343	184
West North Central.....	+2	+2	-8	11	1,010	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	+38	+5	-6	15	1,976	-25	-6	15	3,415	173	320	192
South Central.....	+24	-1	-7	7	1,193	-16	-7	5	1,612	193	264	187
Mountain.....	+13	+1	-14	13	3,535	-28	-6	11	4,623	139	215	149
Pacific.....	-2	-2	-14	146	58,402	-10	-4	120	129,201	262	284	267
Hardware.....	-2	-5	-13	28	8,015	-6	-8	21	14,190	207	215	215
Middle Atlantic.....	+2	+1	-18	24	10,898	-13	-3	23	27,069	255	298	264
East North Central.....	-15	+3	-20	15	9,180	-11	-4	14	24,851	334	316	365
West North Central.....	0	-8	-9	19	4,669	-11	-1	16	10,734	261	290	238
South Atlantic.....	+8	-7	-7	15	4,855	-22	-5	13	8,748	201	281	194
East South Central.....	+10	-2	-9	14	5,173	-11	-3	8	7,541	263	323	258
West South Central.....	-10	-8	-15	7	2,053	-2	+2	5	3,394	289	303	289
Mountain.....	-2	+1	-15	19	12,803	-3	-4	15	30,458	272	273	282
Pacific.....	-5	-8	-5	77	9,259	+1	-6	57	15,571	210	209	210
Industrial supplies.....	-10	-8	-8	6	308	+5	-1	6	1,093	355	306	330
New England.....	-5	-10	-2	19	1,801	+4	+2	12	2,196	181	169	158
Middle Atlantic.....	-10	0	-12	6	745	-10	-5	6	1,366	183	184	192
East North Central.....	-9	+19	-18	6	671	-1	-8	5	1,177	202	182	261
West North Central.....	-8	-6	-10	10	741	-4	-3	9	1,811	249	242	241
South Atlantic.....	-1	-11	0	25	4,322	-12	-24	15	5,634	161	206	212
South Central.....	-17	-8	-12	5	671	+4	-3	4	1,301	211	170	199
Pacific.....	+4	-15	-13	153	5,346	-20	-2	89	13,467	353	453	294
Jewelry.....	+12	+5	-13	8	375	(x)	(x)	(x)	(x)	(x)	(x)	(x)
New England.....	-1	-21	-10	47	1,768	-25	-5	18	2,954	293	364	232
Middle Atlantic.....	+1	-18	-18	41	1,141	-9	-2	30	3,986	405	445	337
East North Central.....	0	-18	-20	17	622	-17	-1	13	2,370	445	545	344
West North Central.....	+23	+10	-9	7	358	-20	-2	5	1,089	352	563	394
South Atlantic.....	+4	-12	-2	6	172	-29	-2	4	249	290	465	302
South Central.....	+12	-14	-10	24	890	-28	-2	14	2,544	319	494	272
Pacific.....												

See footnotes at end of table.

JUNE 1952

(Data are shown by geographic division, where possible without disclosure of individual operations)

Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹		
	Percent change		June 1952 panel			Percent change, June 1952 from--		June 1952 panel		June 1952	June 1951	May 1952
	June 1952 from--		6 mo. 1952 from 6 mo. 1951 ²	Number of estab- lishments report- ing	Reported dollar values (add 000)	June 1952 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)			
	June 1951	May 1952				June 1951	May 1952					
Lumber and building materials.....	-5	+2	-12	79	\$14,028	-15	0	58	\$12,925	124	139	124
Middle Atlantic.....	-14	-3	-6	13	3,051	+17	+2	10	1,615	76	51	68
East North Central.....	+1	0	-6	11	1,455	-9	-6	9	1,188	95	117	104
West North Central.....	+19	+36	-21	7	811	+5	-2	4	368	97	85	145
South Atlantic.....	-11	-3	-14	11	1,815	-4	-10	9	1,436	156	157	160
South Central.....	-3	-3	-18	5	945	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	-3	+14	-12	7	2,382	-12	-7	6	3,379	145	165	174
Pacific.....	+13	-3	-14	7	1,322	+6	+25	6	2,200	168	179	130
Machinery equipment, supplies (except electrical).....	-14	-5	-5	49	8,204	+17	+2	37	17,760	250	178	242
New England.....	-25	-4	-18	5	389	+10	-1	4	1,149	418	266	409
Middle Atlantic.....	-38	-26	-10	6	1,023	-2	-5	4	1,854	193	118	147
East North Central.....	-1	-23	+25	11	1,291	+13	+7	8	1,782	200	152	170
South Atlantic.....	-1	-11	-9	8	769	-5	-4	6	2,234	322	345	307
Pacific.....	+11	+11	+12	8	1,572	+13	+6	6	2,239	193	201	202
Metals.....	+5	+3	+1	36	13,029	+35	-2	36	19,562	152	118	160
Paints and varnishes.....	-12	-4	-13	50	6,155	-5	+2	45	17,889	298	275	281
Plumbing and heating supplies.....	-11	-3	-13	138	17,522	-18	-5	116	29,644	193	212	196
New England.....	+1	-2	-14	7	319	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-17	+6	-17	31	2,403	-11	-4	25	4,125	193	183	212
East North Central.....	0	-9	-15	17	1,578	-16	-3	14	2,884	249	293	279
West North Central.....	-10	+5	-30	17	1,516	-21	-6	15	3,272	232	260	256
South Atlantic.....	-10	-7	-10	38	7,600	-20	-6	38	13,375	176	193	174
East South Central.....	-15	-14	-3	11	1,977	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-24	0	-20	5	1,067	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Refrigeration equipment, parts (commercial).....	+19	+17	-8	69	2,444	-11	-9	58	3,954	213	286	284
Middle Atlantic.....	+33	+18	-4	14	762	-14	-9	11	993	179	288	239
East North Central.....	+14	+41	-12	21	375	-14	-6	16	663	252	344	388
South Atlantic.....	+25	+29	-5	18	551	+7	-4	18	1,078	196	228	263
Pacific.....	+5	-1	-21	9	240	-15	-11	8	571	290	390	332
Surgical, medical, equipment, supplies.....	0	0	-8	35	5,068	-4	+1	32	6,644	140	148	143
Middle Atlantic.....	-2	-10	0	8	856	+12	+16	6	977	140	120	107
East North Central.....	+7	+5	-12	10	2,214	-6	0	9	2,529	121	138	127
South Atlantic.....	-10	-2	-11	7	762	-4	0	7	1,359	178	177	212
Beer.....	+8	+14	+6	35	2,643	+15	-6	32	1,009	52	51	64
Middle Atlantic.....	-17	+15	+9	7	458	-13	-5	6	94	21	28	25
East North Central.....	+16	+8	+8	11	675	+23	+5	11	308	46	43	47
West North Central.....	+23	+20	+17	4	85	-14	-2	4	59	69	100	85
South Atlantic.....	-6	+35	-2	5	440	+16	-23	4	272	72	62	131
Pacific.....	-7	+1	+2	4	271	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Chemicals, industrial.....	-12	+8	-19	14	2,688	-1	-3	10	1,768	74	68	84
Clothing and furnishings (except shoes).....	+15	-7	-12	23	2,655	-7	+30	14	3,493	232	270	157
Coal.....	-47	+7	-13	20	3,271	-2	+26	18	4,787	152	83	127
Confectionery.....	+4	-5	+8	38	1,332	-3	-7	21	796	103	111	107
Middle Atlantic.....	-4	-6	+4	6	332	+12	+1	4	204	100	85	91
East North Central.....	+1	-8	+5	4	105	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	+1	0	+2	11	306	-24	-17	7	216	90	119	110
South Central.....	+5	-12	+13	11	359	+3	-10	5	217	103	117	109
Dairy and poultry products.....	-6	-7	0	27	6,885	+4	+27	19	3,712	59	54	44
Drugs and sundries (liquor excluded) ⁴	+5	-2	+5	206	59,363	(4)	(4)	(4)	(4)	(4)	(4)	(4)
New England.....	+9	0	+4	13	2,889							
Middle Atlantic.....	+4	-2	+3	26	10,009							
East North Central.....	+2	0	+4	27	9,940							
West North Central.....	+3	-1	+4	20	5,748							
South Atlantic.....	+5	-4	+7	31	6,876							
East South Central.....	+2	-5	+2	17	3,333							
West South Central.....	+6	-4	+5	34	7,847							
Mountain.....	+5	-1	+6	12	2,452							
Pacific.....	+8	+1	+6	26	10,269	(4)	(4)	(4)	(4)	(4)	(4)	(4)
Dry goods.....	-1	-1	-13	172	33,297	-30	+3	142	68,229	246	341	237
New England.....	+2	-1	-18	8	671	-29	-9	8	945	141	202	153
Middle Atlantic.....	-12	0	-25	46	6,156	-31	-2	34	9,236	210	284	238
East North Central.....	+2	+8	-8	15	3,473	-34	+5	15	5,847	168	260	173
West North Central.....	-5	-5	-14	19	11,224	-28	+4	18	31,253	279	308	255
South Atlantic.....	+3	-8	-8	24	3,372	-26	+5	18	8,048	269	371	235
East South Central.....	-6	-10	-9	15	1,206	-21	+9	10	3,322	363	443	300
West South Central.....	+3	-3	-9	18	1,772	-31	+1	18	3,771	213	318	204
Mountain.....	0	+2	-12	4	381	-24	-1	4	1,178	309	406	318
Pacific.....	+25	+13	+1	23	5,042	-41	-4	17	4,629	234	46	248
Farm supplies.....	-8	-22	+1	18	2,685	+12	-2	9	582	46	48	41
Fresh fruits and vegetables.....	+7	+20	+5	59	6,389	-29	0	37	675	21	31	23
New England.....	+2	+20	+7	6	494	+26	+11	5	37	11	9	12
Middle Atlantic.....	+9	+33	+11	17	1,613	+33	+38	8	36	7	6	6
East North Central.....	+14	+31	+5	11	1,939	-16	+23	6	36	8	11	7
West North Central.....	0	+14	+5	7	762	-8	+2	7	180	24	26	26
South Atlantic.....	-2	+1	+3	5	316	+45	+22	4	45	16	11	14
East South Central.....	-16	+2	-5	6	351	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+20	+4	0	4	502	(x)	(x)	(x)	(x)	(x)	(x)	(x)

See footnotes at end of table.

WHOLESALESALE'S SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

JUNE 1952

(Data are shown by geographic division, where possible without disclosure of individual operations)

(Data are shown by geographic division, where possible without disclosure of individual operations)												
Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹		
	Percent change		June 1952 panel			Percent change, June 1952 from--		June 1952 panel		June 1952	June 1951	May 1952
	June 1952 from--		6 mo. 1952 from 6 mo. 1951 ²	Number of estab- lishments report- ing	Reported dollar values (add 000)	June 1951	May 1952	Number of estab- lishments report- ing	Reported dollar values (add 000)			
	June 1951	May 1952										
Groceries, total.....	+7	+1	+5	899	\$148,087	-6	-3	721	\$142,086	127	145	132
Nonaffiliated full-line wholesalers ³	+3	-1	+3	572	61,152	-6	-2	479	64,579	127	141	129
New England.....	+6	+8	-2	8	1,763	-17	+1	6	2,397	151	195	160
Middle Atlantic.....	+12	-3	+8	21	3,311	-2	-6	14	3,425	126	149	129
East North Central.....	+4	+2	+6	138	11,700	-8	-1	129	13,112	128	145	132
West North Central.....	+1	+3	+1	67	7,353	-13	-2	53	7,343	125	146	133
South Atlantic.....	+6	-3	+5	67	8,622	-1	-2	43	8,011	124	136	123
East South Central.....	-5	-10	0	41	4,304	-4	+2	31	4,681	139	137	122
West South Central.....	+1	-4	+4	108	13,338	-8	-5	85	12,834	123	137	126
Mountain.....	+2	+6	+3	26	2,866	-7	-4	25	3,566	128	140	140
Pacific.....	+7	0	+2	96	7,895	+4	+3	93	9,210	124	127	121
Voluntary-group wholesalers.....	+9	+3	+6	201	61,195	-7	-4	153	55,092	122	143	131
New England.....	+9	+6	+9	10	3,672	+4	0	8	2,067	108	120	112
Middle Atlantic.....	+6	+3	+3	38	13,822	-9	-1	27	9,779	113	130	120
East North Central.....	+13	+1	+10	47	11,991	-5	0	32	8,273	106	128	108
West North Central.....	+11	+4	+5	70	19,041	-8	-5	70	26,185	138	167	151
South Atlantic.....	-2	-5	+2	13	2,801	+9	-2	7	1,908	117	108	118
Pacific.....	+5	+5	+12	17	5,757	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Retailer-cooperative warehouses.....	+14	+8	+11	22	11,155	-2	+5	16	6,104	110	135	106
Specialty lines wholesalers.....	+9	-1	+2	104	14,585	-2	-6	73	16,311	144	164	154
New England.....	-6	+7	+2	5	204	+60	+15	4	125	64	38	60
Middle Atlantic.....	+11	+8	+3	22	3,380	-9	-3	14	3,263	119	144	134
East North Central.....	-10	-6	+3	12	906	-1	-3	6	264	69	75	70
South Atlantic.....	-1	-5	+3	19	1,699	+1	+2	12	1,564	114	111	105
East South Central.....	-1	-14	+6	6	552	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	-5	-2	-4	5	345	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+15	-3	0	29	6,478	-2	-11	26	9,577	190	230	208
Leather and shoe findings.....	-2	-6	-8	27	541	-9	-2	15	1,194	376	446	369
Middle Atlantic.....	-5	-3	-2	5	37	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	-3	-8	-3	5	87	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central.....	-4	-16	-7	4	49	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-6	-6	-11	7	291	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products.....	-10	-3	-4	42	24,160	-7	-6	37	9,628	49	47	52
Middle Atlantic.....	-4	+12	-5	11	4,585	-13	0	11	2,242	49	54	54
East North Central.....	-11	-10	-3	13	9,050	+2	-4	12	4,774	56	49	52
South Central.....	-20	+17	-9	4	3,289	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-9	0	+2	5	4,390	-21	-6	4	766	33	37	32
Paper and its products.....	-18	-7	-13	66	8,637	+13	-2	42	9,676	164	120	159
New England.....	-10	+5	-11	6	324	+9	+1	5	456	208	190	240
Middle Atlantic.....	-20	-	-12	19	2,441	+33	-4	11	2,084	141	87	139
East North Central.....	-13	-6	-14	17	3,172	+22	+2	12	3,075	119	84	112
West North Central.....	-9	-2	-14	4	307	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	-13	-1	-13	6	730	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	-9	+4	-8	4	436	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-36	-14	-15	7	913	+1	+2	6	2,426	358	214	295
Patroleum.....	0	-18	+2	28	4,693	+28	+34	28	6,879	147	114	90
Shoes and other footwear.....	-4	-1	-1	36	23,589	-8	+3	32	74,085	317	332	306
Tobacco products.....	+3	0	+5	290	44,413	+12	+11	170	18,724	63	57	56
New England.....	+4	+2	+5	36	3,538	+4	+19	13	1,167	81	83	67
Middle Atlantic.....	-2	-3	+2	59	14,299	+31	+23	36	7,772	74	54	57
East North Central.....	+4	-1	+5	68	8,759	+1	+3	42	2,922	56	58	54
West North Central.....	+6	+4	+6	37	5,369	+5	+1	27	2,399	56	57	59
South Atlantic.....	+10	+4	+8	26	5,622	+1	-2	20	2,416	52	57	55
East South Central.....	+16	+4	+15	11	1,688	+12	+7	6	586	43	45	42
West South Central.....	+1	-2	+8	24	1,888	-2	+2	8	416	59	59	56
Mountain.....	+10	0	0	11	674	-16	+2	9	365	62	80	61
Pacific.....	-4	-6	0	18	2,576	-1	+4	9	681	67	62	58
Wines and spirits ⁶	+6	-7	+1	263	75,127	-10	-1	214	108,226	175	203	164
New England.....	+10	+10	-2	19	4,558	+5	0	14	4,204	129	157	142
Middle Atlantic.....	0	-13	-6	44	21,950	-12	+6	42	30,018	155	175	129
East North Central.....	+1	-12	-5	40	9,898	+5	+1	28	14,387	174	170	157
West North Central.....	+6	-9	-1	26	5,146	-7	+1	21	7,876	252	271	211
South Atlantic.....	+8	-5	+11	42	10,127	-4	-5	40	16,030	162	183	163
East South Central.....	0	0	+6	12	2,185	+20	+9	11	5,218	266	217	242
West South Central.....	+1	-20	+10	35	6,553	-9	-10	29	13,198	215	240	190
Mountain.....	+1	+3	+1	13	2,452	+17	-3	12	3,404	139	130	148
Pacific.....	+28	+7	+6	32	12,258	-33	-8	17	13,891	190	328	219
Miscellaneous.....	-13	-12	-3	44	7,626	+8	+3	30	7,558	156	117	117

x Insufficient data to show separately.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the mark-up of sales, which varies from trade to trade.² Includes reports received too late for inclusion in previous monthly trends.³ The United States total and totals for some trades include a number of establishments not assigned to a geographic division.⁴ To be published in the June issue of Trends in the Drug Trade.⁵ Not affiliated with voluntary or cooperative groups.⁶ Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

Note: Percentage changes are computed on an unweighted basis by summarizing all reports received in time for tabulation. Since coverage varies by kind of business and geographic division depending upon participation of wholesalers in the reporting service, data shown may not necessarily represent trends of all wholesalers. They do reflect, however, the experience of those wholesalers submitting data in each of the periods for which comparisons are made.

States comprising geographic divisions:

New England (Conn., Maine, Mass., N.H., R.I., Vt.)

Middle Atlantic (N.J., N.Y., Pa.)

East North Central (Ill., Ind., Mich., Ohio, Wis.)

West North Central (Iowa, Kans., Minn., Mo., Nebr., N.Dak., S.Dak.)

South Atlantic (Del., Fla., Ga., Md., N.C., S.C., Va., W.Va.)

East South Central (Ala., Ky., Miss., Tenn.)

West South Central (Ark., La., Okla., Texas)

South Central - East South Central and West South Central combined.

Mountain (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)

Pacific (Calif., Oreg., Wash.)

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MONTHLY

WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE

Charles Sawyer, Secretary

BUREAU OF THE CENSUS

Roy V. Peel, Director

THE LIBRARY OF

OCT 21 1952

UNIVERSITY OF ILLINOIS

JULY 1952

FOR RELEASE
SEPTEMBER 4, 1952

SALES AND INVENTORIES

Sales and inventory trends presented in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 4,362 wholesale establishments in various lines of business.

SALES

July dollar sales of merchant wholesalers rose 4 percent over the level of the previous month and were up 13 percent above July sales a year ago. Cumulative sales for the first seven months of 1952, however, were 2 percent below the corresponding period of last year.

All geographic divisions reported sales gains over June, as well as over a year ago. Increases over the previous month ranged from 2 to 9 percent with the South Atlantic Division noting the largest gain. Sales were up 8 to 18 percent over July 1951, the greatest increase being reported in the East South Central Division. While most divisions showed cumulative sales for the first seven months of this year 2 to 5 percent below sales of the comparable period of 1951, three divisions indicated increases--the West South Central (3%), East South Central (2%), and the South Atlantic (1%).

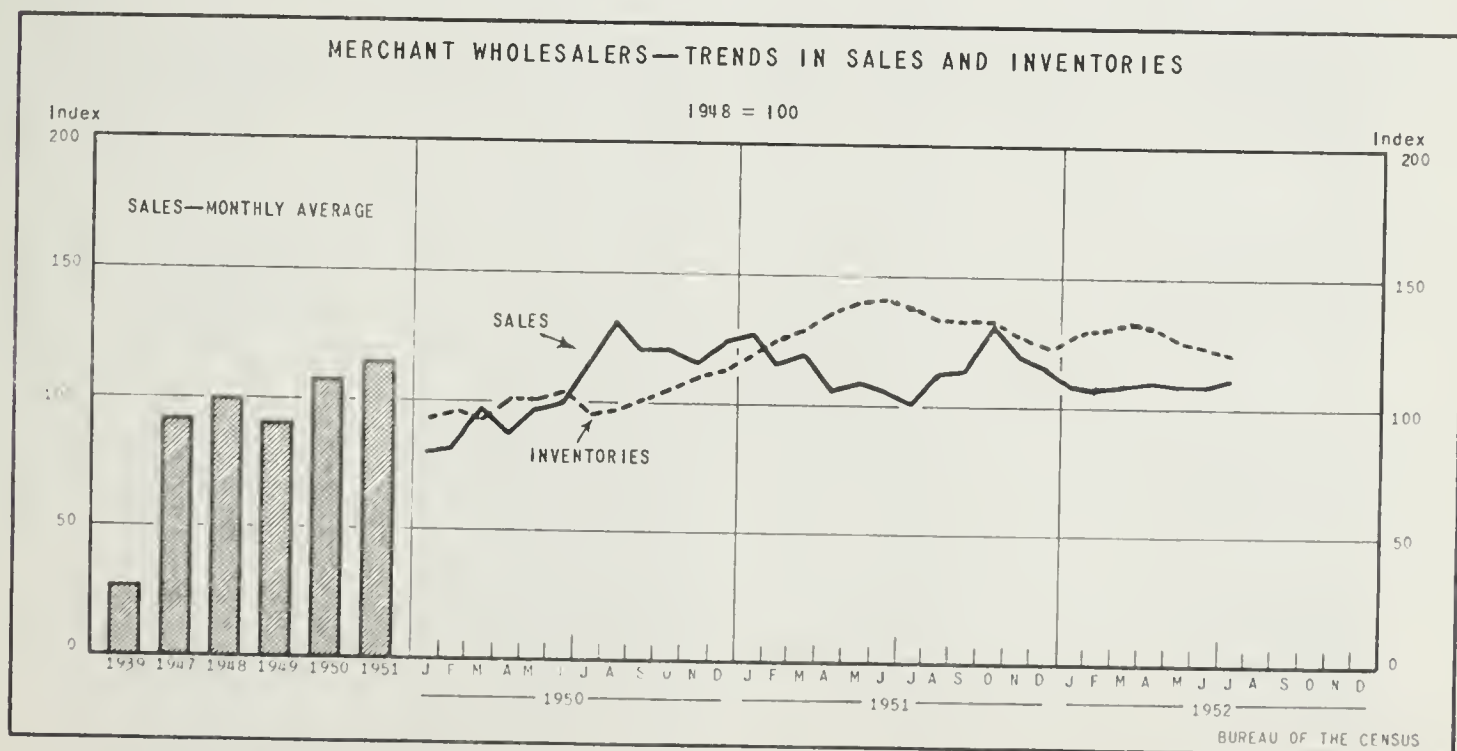
Of the 37 kinds of business covered in this survey, 23 reported gains over the previous month, 13 noted declines, while one trade, paper and its products indicated sales at approximately the same level as a month earlier. Shoes and other footwear experienced the principal increase over June sales (27%), while coal reported the sharpest decline (30%). Compared with a year ago, 27 trades experienced sales gains ranging from a slight (1%) increase in plumbing and heating supplies to a 70 percent jump in electrical appliances and specialties. Declines below July 1951 sales varied from 1 to 10 percent, with petroleum noting the sharpest decrease.

INVENTORIES

Inventories (valued at cost) of wholesalers on July 31 dropped 3 percent below the June 30 stock level and were 14 percent under stocks on hand at the end of July last year. All geographic divisions reported declines below the level of the previous month and, also, under a year ago. The New England Division indicated the heaviest drop from a month earlier, 7 percent, while the principal decrease below a year ago, 18 percent, was experienced in the Pacific Division. Based on the reports of 3,343 wholesale establishments submitting inventories in conjunction with sales, the July stock-sales ratio of 157 was 12 points lower than that reported for June and 48 points below July 1951.

RETAIL

Preliminary figures from the Bureau's Monthly Retail Trade Report indicated that July sales of large retail stores were 15 percent below June, but at approximately the same level as a year ago.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

JULY 1952

[Data are shown by geographic division, where possible without disclosure of individual operations]

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Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹			
	Percent change		7 mo. 1952 from 7 mo. 1951 ²	July 1952 panel		Percent change		July 1952 panel		July 1952	July 1951	June 1952	
	July 1951	June 1952		Number of estab- lishments report- ing	Reported dollar values (add 000)	July 1951	June 1952	Number of estab- lishments report- ing	Reported dollar values (add 000)				
United States, total ³	+13	+4	-2	4,362	\$831,646	-14	-3	3,343	\$1,059,603	157	205	169	
New England.....	+13	+4	-3	263	35,728	-14	-7	179	39,545	148	194	164	
Middle Atlantic.....	+13	+4	-5	780	155,506	-17	-4	570	156,629	135	179	143	
East North Central.....	+12	+3	-3	857	150,927	-12	-3	688	176,839	140	178	149	
West North Central.....	+8	+2	-5	524	105,050	-17	-2	400	157,378	178	232	189	
South Atlantic.....	+17	+9	+1	543	97,924	-14	-3	424	116,906	144	196	161	
East South Central.....	+18	+6	+2	211	37,774	-14	-1	161	45,563	142	198	152	
West South Central.....	+16	+5	+3	406	75,527	-9	-1	320	106,646	168	217	179	
Mountain.....	+12	+5	-4	181	27,767	-14	-5	151	36,834	150	199	165	
Pacific.....	+14	+2	-2	547	112,230	-18	-5	400	139,048	164	229	178	
Automotive supplies.....	+16	+7	-1	363	22,323	-4	-3	207	19,825	246	280	264	
New England.....	+21	+9	0	19	751	+26	0	7	418	255	194	242	
Middle Atlantic.....	+6	+6	-10	48	1,169	-2	-2	45	2,637	250	269	273	
East North Central.....	+15	+8	-1	77	4,345	-10	-2	61	6,547	240	295	245	
West North Central.....	+21	-1	+1	77	5,486	-1	-4	22	2,292	197	231	234	
South Atlantic.....	+21	+15	+3	24	3,767	-2	-2	17	1,623	286	296	296	
East South Central.....	+17	+16	-1	13	2,931	+12	-8	8	1,570	233	260	274	
West South Central.....	+7	+23	-2	26	905	-4	-5	16	1,116	267	326	314	
Mountain.....	+6	0	-6	79	2,969	-2	-2	31	3,622	280	301	294	
Pacific.....													
Electrical group, total.....	+28	+7	-8	708	168,037	-35	-11	639	199,139	128	250	151	
Full-line wholesalers.....	+24	+6	-8	447	128,169	-37	-11	438	163,455	130	258	155	
New England.....	+17	+3	-11	34	6,959	-36	-12	34	11,358	163	296	190	
Middle Atlantic.....	+14	+9	-11	65	19,197	-47	-13	63	24,366	129	278	162	
East North Central.....	+18	+5	-9	88	28,021	-32	-11	85	34,997	131	227	154	
West North Central.....	+22	-3	-15	43	9,905	-40	-12	43	14,528	147	300	162	
South Atlantic.....	+41	+11	+1	64	20,546	-33	-10	62	23,840	119	254	147	
East South Central.....	+64	+5	+10	29	7,759	-38	-11	28	7,655	100	266	118	
West South Central.....	+40	+4	+4	48	13,960	-33	-9	48	17,760	127	267	145	
Mountain.....	+20	+11	-14	21	4,218	-37	-14	21	5,580	132	253	169	
Pacific.....	+11	+4	-15	55	17,604	-39	-13	54	23,371	134	244	160	
Wiring supplies, construction materials distributors.....	+2	-2	-3	134	10,887	-3	-1	99	12,423	148	157	150	
New England.....	-3	-13	+3	14	705	-8	-1	5	374	158	219	181	
Middle Atlantic.....	+18	+11	-3	28	1,231	-2	+1	21	1,645	151	183	171	
East North Central.....	+1	-5	-3	32	3,411	+11	+1	26	4,562	166	158	154	
West North Central.....	+19	-18	-8	7	904	-11	-3	5	665	158	187	135	
South Atlantic.....	-9	+7	-7	21	1,968	-15	0	17	1,962	113	122	122	
East South Central.....	+7	-1	+11	13	1,566	-3	-4	9	1,649	138	157	149	
West South Central.....	+14	+11	+9	4	352	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
Mountain.....	+14	+11	+9	4	352	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
Pacific.....	-7	-3	-11	15	750	-15	-1	13	1,284	182	196	177	
Appliances and specialties wholesalers....	+70	+16	-14	127	28,981	-29	-11	102	23,261	108	244	129	
New England.....	+95	+31	-21	13	1,822	-18	-6	10	1,491	99	245	143	
Middle Atlantic.....	+75	+32	-26	25	10,308	-42	-17	14	4,757	104	250	131	
East North Central.....	+62	+6	-24	19	2,507	-16	+1	15	3,116	150	297	159	
West North Central.....	+54	-1	-10	13	2,145	-30	-1	12	3,328	156	347	156	
South Atlantic.....	+90	+15	+9	21	5,155	-25	-12	20	3,827	87	216	109	
East South Central.....	+66	+2	+13	14	2,523	-25	-8	12	2,335	94	209	105	
West South Central.....	+40	+6	0	8	1,402	-9	-16	8	1,860	133	204	169	
Mountain.....	+40	+6	0	8	1,402	-9	-16	8	1,860	133	204	169	
Pacific.....	+55	+2	-3	14	3,119	-35	-23	11	2,547	85	204	112	
Furniture and house furnishings.....	+30	-5	-8	89	14,035	-31	-7	69	21,533	177	337	184	
New England.....	+17	-9	-11	5	693	-11	-6	4	1,142	171	224	163	
Middle Atlantic.....	+23	-13	-7	16	1,991	-31	+1	12	3,982	258	484	229	
East North Central.....	+24	-16	-8	10	1,785	-26	-10	8	3,409	225	402	207	
West North Central.....	+19	-14	-18	12	1,611	-42	-7	12	3,590	223	454	206	
South Atlantic.....	+11	-30	-6	11	703	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
East South Central.....	+62	+18	+2	15	2,327	-32	-12	15	3,011	129	309	173	
West South Central.....	+37	+1	-2	7	1,205	-20	-5	5	1,532	191	284	193	
Mountain.....	+37	+1	-2	7	1,205	-20	-5	5	1,532	191	284	193	
Pacific.....	+32	+5	-9	13	3,720	-33	-7	11	4,293	121	239	139	
Hardware.....	+6	-3	-12	164	58,865	-13	-5	128	123,269	253	307	259	
Middle Atlantic.....	+16	-11	-10	36	7,672	-9	-5	20	12,960	233	284	216	
East North Central.....	+12	0	-14	25	11,356	-15	-5	24	25,823	235	309	246	
West North Central.....	-12	-5	-19	15	8,948	-12	-5	14	24,328	347	331	334	
South Atlantic.....	+9	+5	-7	29	5,500	-14	-2	25	11,823	245	304	261	
East South Central.....	+16	+1	-4	14	4,810	-22	-3	13	8,482	192	284	201	
West South Central.....	+10	-6	-7	15	5,143	-12	-2	9	7,800	244	304	250	
Mountain.....	-2	+3	-13	8	2,315	-11	-10	5	3,063	281	331	289	
Pacific.....	+8	-1	-12	19	12,744	-12	-7	15	28,131	248	306	269	
Industrial supplies.....	-6	-5	-5	83	9,551	-5	-5	59	14,819	205	215	203	
New England.....	-7	-12	-8	7	345	+2	-1	5	890	403	396	365	
Middle Atlantic.....	-7	-4	-3	21	1,785	-6	-4	14	2,222	179	181	183	
East North Central.....	-14	-6	-12	7	1,139	-8	0	6	1,363	187	202	183	
West North Central.....	+2	-3	-16	6	683	-5	0	4	839	238	213	195	
South Atlantic.....	-4	+2	-10	11	910	-12	-14	10	1,851	206	227	247	
East South Central.....	-4	-7	-1	25	4,022	-3	-5	15	6,273	197	218	189	
West South Central.....	-4	-7	-1	25	4,022	-3	-5	15	6,273	197	218	189	
Mountain.....	-7	+2	-11	6	667	+2	+1	5	1,381	228	210	229	
Pacific.....													
Jewelry.....	+10	-12	-11	145	4,659	-22	+4	82	13,336	387	579	350	
New England.....	+31	-32	-9	8	256	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
Middle Atlantic.....	+2	-11	-9	46	1,481	-24	+6	21	3,182	345	507	289	
East North Central.....	+15	-6	-16	38	1,031	-19	+1	25	3,841	418	602	407	
West North Central.....	+15	-2	-17	17	573	-24	+3	13	2,229	430	649	438	
South Atlantic.....	+19	0	-6	5	290	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
East South Central.....	+6	-14	+1	5	134	-22	+6	4	228	374	576	307	
West South Central.....	+6	-14	+1	5	134	-22	+6	4	228	374	576	307	
Mountain.....	+8	-20	-8	23	888	-22	+8	13	2,667	358	538	307	
Pacific.....													

See footnotes at end of table.

JULY 1952

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Geographic division and kind of business	Sales					Inventories, end-of-month (at cost)				Stock-sales ratios ¹		
	Percent change		7 mo. 1952 from 7 mo. 1951 ²	July 1952 panel		Percent change		July 1952 panel		July 1952	July 1951	June 1952
	July 1952 from--			Number of estab- lishments report- ing	Reported dollar values (add 000)	July 1952 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)			
	July 1951	June 1952				July 1951	June 1952					
Lumber and building materials.....	+7	+1	-10	81	\$14,587	-15	0	57	12,939	124	156	124
Middle Atlantic.....	-18	+3	-8	18	3,217	+34	-4	9	1,520	73	40	76
East North Central.....	+8	+3	-3	12	1,692	-17	-7	9	1,104	86	118	95
West North Central.....	+3	-24	-19	7	613	+6	-3	4	357	116	92	97
South Atlantic.....	+5	+8	-12	11	1,967	+12	+17	9	1,683	177	159	156
South Central.....	+15	-1	-14	5	934	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	+14	-5	-9	7	2,450	-19	-4	6	3,261	146	203	145
Pacific.....	+45	+15	-7	8	1,664	-6	-2	6	2,163	144	240	168
Machinery equipment, supplies (except electrical).....	+3	+4	-4	50	8,740	+10	-5	39	17,186	225	204	248
New England.....	-18	-10	-18	5	352	+9	-1	4	1,136	471	332	418
Middle Atlantic.....	-33	+4	-13	7	1,105	-9	-2	5	1,928	184	134	197
East North Central.....	+40	-1	+27	12	1,447	+8	-5	9	1,897	194	193	188
South Atlantic.....	+19	-7	-6	8	715	-10	-4	6	2,145	332	444	323
South Central.....	+25	+36	-19	6	2,404	+44	-6	5	6,531	274	239	397
Pacific.....	-1	-11	+10	8	1,405	+8	-8	6	2,059	203	206	193
Metals.....	+4	-3	+1	45	13,526	+31	-2	39	19,712	154	122	152
Paints and varnishes.....	-9	-3	-13	50	5,952	-6	0	46	17,847	306	294	298
Plumbing and heating supplies.....	+1	+5	-11	140	18,592	-15	+1	117	29,355	184	222	193
New England.....	+16	+9	-10	7	348	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-7	-2	-16	32	2,425	-13	-5	25	3,924	186	198	193
East North Central.....	+2	-1	-13	18	1,611	-18	-4	16	3,458	240	294	245
West North Central.....	+5	+7	-25	14	1,601	-24	-6	12	3,031	202	273	231
South Atlantic.....	+10	+12	-7	39	8,501	-22	-3	38	11,487	147	208	170
East South Central.....	-7	+1	-4	11	1,992	+10	+40	9	4,200	237	196	170
Mountain.....	-21	-13	-19	5	363	-8	-3	5	1,009	278	238	250
Pacific.....	-16	0	-20	5	1,068	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Refrigeration equipment, parts (commercial).....	+25	+5	-3	74	2,929	-16	-2	62	3,972	182	256	194
Middle Atlantic.....	+15	+7	-1	14	818	-26	-8	11	912	155	223	179
East North Central.....	+33	+3	-4	21	490	-25	-7	16	664	185	313	195
West North Central.....	0	+20	-29	5	182	-17	+30	5	429	236	282	218
South Atlantic.....	+34	+4	+1	19	772	-3	-5	18	1,087	165	223	178
Pacific.....	+18	+19	-14	9	285	-13	0	8	571	260	345	290
Surgical, medical, equipment, supplies.....	+10	+4	-5	34	5,208	-7	-5	27	6,207	126	150	139
Middle Atlantic.....	+8	+8	+1	6	858	+24	-5	4	747	105	92	123
East North Central.....	+14	+5	-9	8	2,340	-15	-7	7	2,343	105	142	119
South Atlantic.....	+3	+10	-9	7	743	-11	-6	6	988	137	156	161
Pacific.....	+3	0	-16	4	303	-12	+50	4	636	210	246	140
Beer.....	+19	+18	+8	34	2,441	+13	-7	29	873	40	42	51
Middle Atlantic.....	+25	+25	+12	6	479	+14	+45	5	80	17	19	15
East North Central.....	+21	+16	+11	12	820	+27	-2	11	303	39	37	46
West North Central.....	+37	+13	+22	5	213	-15	-3	4	57	61	85	69
South Atlantic.....	+14	+17	+1	4	512	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+6	+16	+3	5	398	+11	-9	4	221	64	62	81
Chemicals, industrial.....	-7	+4	-17	16	2,810	+1	-2	12	1,698	70	65	73
Clothing and furnishings (except shoes).....	+17	+18	-8	24	3,538	-10	-2	16	4,369	189	223	238
Coal.....	-20	-30	-13	20	2,301	+1	+15	18	5,493	249	200	152
Confectionery.....	+10	+5	+8	37	1,353	+5	+2	19	722	97	105	101
Middle Atlantic.....	+14	+13	+5	6	379	+4	-2	4	199	85	95	100
East North Central.....	-6	+11	+3	4	117	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	+6	+1	+3	9	178	-1	+1	4	81	84	94	89
South Central.....	+8	+3	+12	12	454	+4	+7	6	284	102	107	92
Dairy and poultry products.....	+6	+10	0	26	7,483	+14	+20	20	4,599	67	63	62
Drugs and sundries (liquor excluded).....	+8	+4	+5	211	61,832	+3	0	170	93,691	185	197	192
New England.....	+6	+5	+4	12	2,930	+5	-2	10	3,969	176	173	189
Middle Atlantic.....	+6	+2	+3	28	10,433	+3	-1	20	10,856	166	167	174
East North Central.....	+8	+3	+4	28	10,281	+3	-1	22	13,131	161	171	167
West North Central.....	+8	-1	+5	20	6,048	-3	-2	17	9,100	170	195	179
South Atlantic.....	+9	+7	+7	32	7,260	+3	+2	23	10,139	187	195	200
East South Central.....	+1	+8	+2	16	3,551	+1	+2	13	5,846	199	198	213
West South Central.....	+9	+6	+6	35	8,276	+8	+6	29	16,821	241	244	238
Mountain.....	+12	+7	+7	12	2,630	-2	-1	10	5,090	202	229	219
Pacific.....	+14	+1	+7	28	10,423	+1	-3	26	18,739	181	204	187
Dry goods.....	+3	+11	-11	177	37,561	-26	+4	143	72,214	230	311	247
New England.....	-3	0	-16	6	503	-17	+35	5	776	157	184	117
Middle Atlantic.....	+5	-6	-22	47	5,585	-29	0	34	8,927	233	333	214
East North Central.....	+7	+15	-6	16	4,426	-28	+4	16	6,748	152	228	168
West North Central.....	-8	+5	-13	18	11,832	-23	+4	17	32,865	278	331	280
South Atlantic.....	+4	+31	-6	24	4,312	-24	+3	18	8,087	204	279	269
East South Central.....	+4	+29	-7	15	1,424	-19	+2	10	3,244	303	404	391
West South Central.....	+7	+31	-6	21	3,026	-28	+5	21	5,511	182	270	228
Mountain.....	-12	+3	-12	6	475	-20	+1	5	1,300	307	361	306
Pacific.....	+23	+14	+4	24	5,978	-43	+3	17	4,756	199	410	234
Farm supplies.....	+4	-11	+1	19	2,383	+6	-1	9	706	59	58	56
Fresh fruits and vegetables.....	+26	+5	+8	65	7,911	-30	-7	36	563	17	30	21
New England.....	+19	+23	+10	6	611	+4	-3	4	28	10	12	14
Middle Atlantic.....	+34	+25	+15	18	2,081	+29	-27	10	27	4	5	6
East North Central.....	+40	+11	+10	13	1,770	+19	+19	6	37	9	10	8
West North Central.....	+22	+48	+9	7	1,127	+6	+2	7	181	16	18	23
South Atlantic.....	+15	+3	+4	6	377	+16	-18	4	37	13	13	16
East South Central.....	+7	-5	-3	6	332	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+25	+1	+1	4	212	(x)	(x)	(x)	(x)	(x)	(x)	(x)

See footnotes at end of table.

WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

JULY 1952

[Data are shown by geographic division, where possible without disclosure of individual operations]

Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹		
	Percent change		July 1952 panel			Percent change, July 1952 from--		July 1952 panel				
	July 1952 from--		7 mo. 1952 from 7 mo. 1951 ²	Number of establishments reporting	Reported dollar values (add 000)	July 1952 from--		Number of establishments reporting	Reported dollar values (add 000)			
	July 1951	June 1952				July 1951	June 1952			July 1952	July 1951	June 1952
Groceries, total.....	+16	+4	+6	888	\$152,007	-2	0	712	\$138,094	120	143	126
Nonaffiliated full-line wholesalers ⁴	+15	+6	+5	566	63,893	-2	+2	475	64,166	122	142	126
New England.....	+11	0	0	8	1,766	-15	-6	6	2,252	143	185	151
Middle Atlantic.....	+22	+3	+10	20	3,048	-8	+9	13	3,204	132	179	124
East North Central.....	+11	0	+6	139	11,987	-2	+2	130	13,555	128	146	126
West North Central.....	+17	+10	+3	67	8,178	-11	0	53	7,420	113	149	125
South Atlantic.....	+12	+5	+6	62	8,414	+3	0	39	7,351	120	130	124
East South Central.....	+7	+12	0	41	4,459	-4	-4	32	4,144	123	134	143
West South Central.....	+13	+6	+5	109	14,195	-3	+6	86	13,655	125	146	122
Mountain.....	+22	+15	+6	26	3,186	-2	0	24	3,361	111	139	129
Pacific.....	+21	+11	+5	94	8,660	+11	+2	92	9,224	114	123	124
Voluntary-group wholesalers.....	+20	+7	+8	195	63,513	-3	-1	146	51,849	112	139	123
New England.....	+20	+1	+10	10	3,699	+6	-2	8	2,026	100	119	108
Middle Atlantic.....	+13	-3	+4	35	11,529	-1	-6	23	6,767	113	123	122
East North Central.....	+22	+4	+12	46	12,974	-1	-2	31	8,458	96	121	104
West North Central.....	+23	+13	+8	69	21,164	-6	-1	69	25,428	120	158	137
South Atlantic.....	+17	+11	+4	11	2,740	+3	-9	5	1,366	100	115	116
Pacific.....	+22	+15	+14	18	7,167	+12	+1	4	2,703	102	106	107
Retailer-cooperative warehousea.....	+12	-5	+11	23	10,686	-2	-4	16	5,831	102	121	110
Specialty lines wholesalers.....	+12	-4	+3	104	13,915	-2	-2	75	16,248	149	171	144
New England.....	-3	-1	+1	5	201	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+10	-4	+4	22	3,228	0	+1	15	3,320	123	138	117
East North Central.....	+3	-1	+3	11	720	+6	+5	6	278	67	79	69
South Atlantic.....	+10	-1	+4	19	1,718	+4	+3	13	1,769	115	121	111
East South Central.....	+9	+6	+7	6	583	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	+15	+9	-2	5	376	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	+45	-1	+18	4	768	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+12	-7	+2	29	6,009	-5	-3	26	9,245	210	324	190
Leather and shoe findings.....	-5	-13	-8	24	420	-2	+1	12	1,104	518	513	417
Middle Atlantic.....	-17	-17	-4	4	24	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	-15	-14	-4	5	75	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central.....	-2	+2	-6	4	50	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-4	-15	-10	6	207	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products.....	-2	+8	-4	39	25,308	-1	-3	34	9,003	43	44	49
Middle Atlantic.....	-1	+7	-4	9	4,330	-4	+9	9	2,118	49	51	48
East North Central.....	+5	+17	-2	13	10,596	+12	-10	12	4,295	43	41	56
Pacific.....	+2	+7	+2	5	4,681	-18	+3	4	791	29	35	33
Paper and its products.....	-8	0	-12	66	8,706	+11	+1	42	10,214	165	137	167
New England.....	-6	+1	-10	4	295	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-14	-3	-13	18	2,354	+29	-4	11	1,997	139	91	141
East North Central.....	-6	-9	-13	20	3,114	+13	0	14	3,449	135	110	124
West North Central.....	-1	+13	-12	4	346	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	-14	-9	-13	8	730	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East South Central.....	+2	-2	-6	5	519	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	-5	+48	-12	7	1,348	0	+1	6	2,450	218	211	358
Pacific.....	-10	-12	0	28	4,123	+21	-6	28	6,468	157	117	147
Petroleum.....	-1	+27	-1	33	29,799	-7	-3	30	71,051	241	257	316
Shoes and other footwear.....	+13	+6	+6	284	46,595	+4	-6	163	16,205	53	57	59
Tobacco products.....	+16	+5	+6	36	3,586	-3	-2	13	673	49	58	53
New England.....	+16	+10	+4	59	16,631	+7	-13	37	7,048	56	61	73
Middle Atlantic.....	+15	+8	+6	66	9,054	+3	0	37	2,415	50	55	52
East North Central.....	+6	+2	+6	39	5,086	+6	+5	26	1,964	52	52	50
West North Central.....	+13	-1	+8	23	5,420	+3	0	18	2,387	54	58	52
South Atlantic.....	+9	-2	+14	14	1,845	+3	-2	9	647	42	45	42
East South Central.....	+11	+9	+9	24	2,259	+2	+1	8	440	43	48	48
West South Central.....	+20	+11	+3	10	673	-7	0	9	365	56	72	62
Mountain.....	+7	+8	+1	13	2,041	+4	+1	6	266	53	53	62
Pacific.....	+16	+2	+2	286	80,270	-3	-1	231	112,706	172	201	174
Wine and spirits ⁵	+20	+5	+1	23	4,794	+4	-7	17	4,234	130	145	133
New England.....	+18	+1	-3	46	23,224	-7	+2	44	33,012	169	207	159
Middle Atlantic.....	+11	+4	-3	49	11,643	+7	-1	35	16,236	166	171	172
East North Central.....	+14	-2	0	31	7,059	-9	-4	25	9,040	172	217	196
West North Central.....	+14	+5	+11	39	10,384	+11	+3	36	15,487	156	160	160
South Atlantic.....	+13	+15	+7	14	2,754	+31	-7	12	4,968	213	178	268
East South Central.....	+12	+4	+10	37	7,068	+5	-2	32	13,880	208	221	218
West South Central.....	+14	+11	+5	13	2,403	+19	+2	11	2,822	121	132	132
Mountain.....	+23	-8	+8	34	10,941	-28	-3	19	13,027	203	324	191
Pacific.....	-3	+1	-3	43	6,734	+10	+3	31	8,121	182	151	162
Miscellaneous.....												

x Insufficient data to show separately.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.² Includes reports received too late for inclusion in previous monthly trends.³ The United States total and totals for some trades include a number of establishments not assigned to a geographic division.⁴ Not affiliated with voluntary or cooperative groups.⁵ Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

Note: Percentage changes are computed on an unweighted basis by summarizing all reports received in time for tabulation. Since coverage varies by kind of business and geographic division depending upon participation of wholesalers in the reporting service, data shown may not necessarily represent trends of all wholesalers. They do reflect, however, the experience of those wholesalers submitting data in each of the periods for which comparisons are made.

States comprising geographic divisions:

New England (Conn., Maine, Mass., N.H., R.I., Vt.)
 Middle Atlantic (N.J., N.Y., Pa.)
 East North Central (Ill., Ind., Mich., Ohio, Wis.)
 West North Central (Iowa, Kans., Minn., Mo., Nebr., N.Dak., S.Dak.)
 South Atlantic (Del., Fla., Ga., Md., N.C., S.C., Va., W.Va.)

East South Central (Ala., Ky., Miss., Tenn.)
 West South Central (Ark., La., Okla., Texas)
 South Central - East South Central and West South Central combined.
 Mountain (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)
 Pacific (Calif., Oreg., Wash.)

Def

MONTHLY

U. S. DEPARTMENT OF COMMERCE

Charles Sawyer, Secretary

BUREAU OF THE CENSUS

Roy V. Peel, Director

WHOLESALE TRADE

THE LIBRARY OF THE

REPORT

NOV 1 1952

AUGUST 1952

FOR RELEASE
OCTOBER 3, 1952

UNIVERSITY OF ILLINOIS

SALES AND INVENTORIES

Sales and inventory trends presented in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 4,405 wholesale establishments in various lines of business.

SALES

Dollar sales of merchant wholesalers during August fell off slightly (1%) below the level of the previous month and were, also, down slightly (1%) under a year ago. Cumulative sales for the first eight months of 1952 lagged 2 percent behind the corresponding period of last year.

By geographic divisions, only the West North Central, up 6 percent, and the Pacific, up 1 percent, experienced higher sales than a month earlier. All other divisions reflected declines varying from 1 to 6 percent below July sales. Compared with sales a year ago, small gains were indicated by the West North Central (2%), the Pacific (2%), and the Mountain (1%) Divisions. While the South Atlantic Division reported practically no change from the August 1951 level, five other divisions showed declines. The East South Central Division, which reflected the sharpest drop below the previous month (6%), indicated the most substantial decline under sales of a year ago (6%).

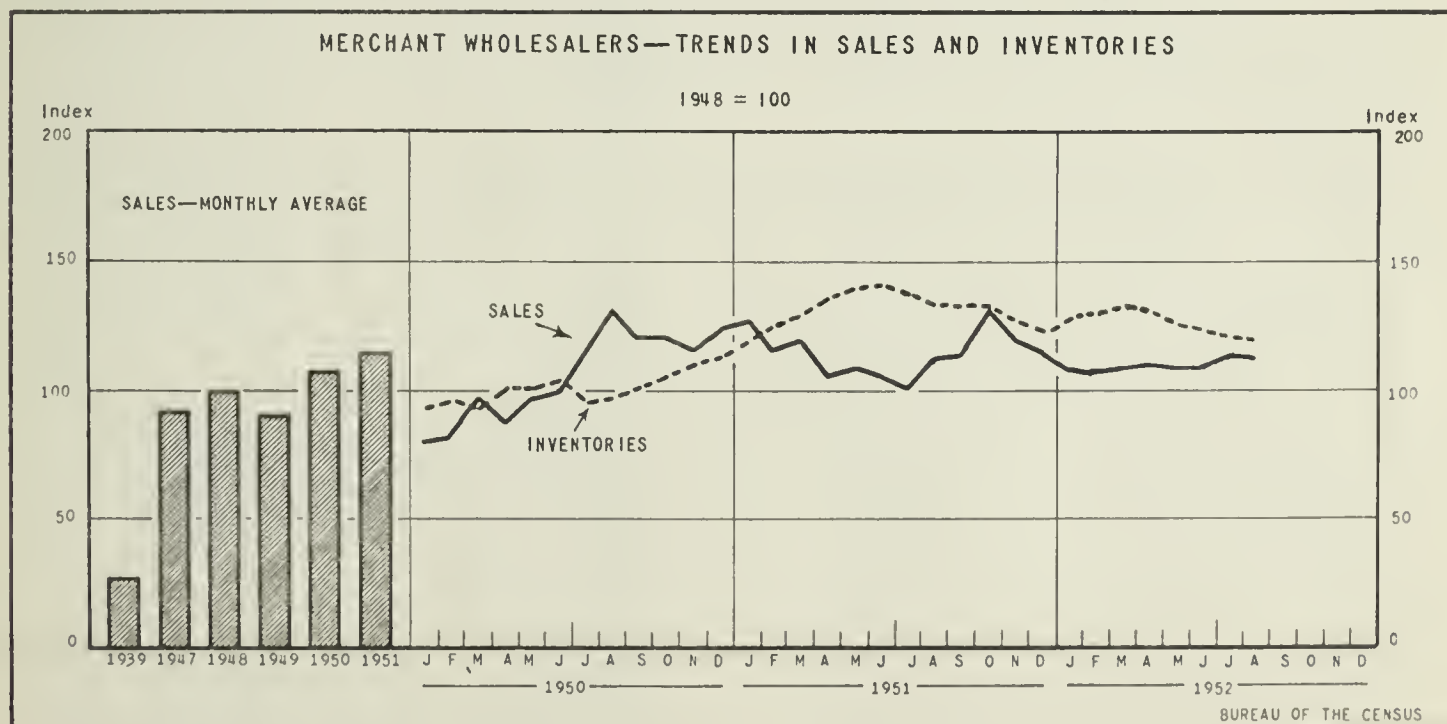
Of the 37 kinds of business covered in this report, 20 reflected sales gains over the previous month. The principal sales increase, 52 percent, was shown by the jewelry trade, while other substantial gains were reported by coal (41%), clothing and furnishings (35%), shoes and other footwear (34%), and dry goods (33%). Fresh fruits and vegetables, down 32 percent, reported the heaviest decrease below July sales. Declines below August 1951 were experienced by most trades with machinery equipment and supplies indicating the sharpest drop, 28 percent. Three trades--dry goods, fresh fruits and vegetables, and full-line electrical goods--reported no change from sales of a year ago. Electrical appliances and specialties, up 14 percent, led the group of 11 trades which reported gains over August 1951 sales.

INVENTORIES

End-of-August inventories (valued at cost) were slightly (1%) below the July 31 stock level and 13 percent under stocks on hand at the end of August last year. Only the Middle Atlantic Division, up 3 percent, indicated higher inventories than a month earlier. However, all divisions shared in the declines below a year ago. Based on the reports of 3,418 wholesale establishments submitting inventories in conjunction with sales, the August stock-sales ratio of 155 was 1 point lower than that reported for July and 21 points below a year ago.

RETAIL

Preliminary figures from the Bureau's Monthly Retail Trade Report indicated that August sales of large retail stores were 2 percent above a month earlier, but 9 percent below August last year.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

AUGUST 1952

[Data are shown by geographic division, where possible without disclosure of individual operations]

Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹		
	Percent change		8 mo. 1952 from 8 mo. 1951 ²	August 1952 panel		Percent change		August 1952 panel		Aug. 1952	Aug. 1951	July 1952
	August 1952 from--			Number of estab- lishments report- ing	Reported dollar values (add 000)	August 1952 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)			
	Aug. 1951	July 1952				Aug. 1951	July 1952					
United States, total ³	-1	-1	-2	4,405	\$832,175	-13	-1	3,418	\$1,065,831	155	176	156
New England.....	-2	-4	-3	265	34,664	-13	0	178	39,232	152	172	148
Middle Atlantic.....	-4	-4	-5	790	152,904	-15	+3	591	169,424	142	159	134
East North Central.....	-2	-1	-3	878	149,679	-10	-1	719	179,445	140	151	140
West North Central.....	+2	+6	-4	525	110,167	-16	-3	407	153,957	164	198	179
South Atlantic.....	0	-4	+1	545	94,903	-10	0	433	120,336	153	169	144
East South Central.....	-6	-6	+1	213	35,647	-13	-2	163	45,323	152	169	144
West South Central.....	-3	-4	+2	403	72,125	-7	-1	321	106,016	174	181	167
Mountain.....	+1	-1	-3	179	27,088	-11	-1	147	35,822	151	173	150
Pacific.....	+2	+1	-1	556	113,569	-15	-1	409	136,604	161	193	165
Automotive supplies.....	+3	+3	-1	377	23,227	0	+1	218	20,563	253	246	246
New England.....	0	+7	0	21	836	-8	+2	8	468	220	241	243
Middle Atlantic.....	-3	-6	-10	49	1,088	-3	-2	46	2,567	263	261	252
East North Central.....	-4	+1	-1	77	4,388	-4	+1	61	6,600	248	251	239
West North Central.....	+15	+6	+3	85	6,020	+7	+7	30	3,007	241	217	205
South Atlantic.....	+9	+6	+4	24	3,996	+4	0	16	1,534	292	267	293
West South Central.....	+9	+6	0	13	2,483	+11	0	8	1,625	229	202	227
Mountain.....	-15	-4	-4	26	826	-4	-2	16	1,120	238	261	303
Pacific.....	-5	-4	-6	80	2,887	0	0	32	3,613	279	261	274
Electrical group, total.....	+2	-12	-7	700	145,161	-31	+1	636	200,373	146	216	128
Full-line wholesalers.....	0	-12	-7	443	111,859	-34	+1	436	165,388	149	226	130
New England.....	-3	-7	-10	34	6,483	-32	+4	34	11,774	182	257	163
Middle Atlantic.....	-3	-15	-10	63	16,291	-39	+12	61	27,169	170	271	129
East North Central.....	-3	-11	-8	87	24,665	-28	-3	86	34,692	141	189	130
West North Central.....	-3	-9	-14	42	9,005	-41	-4	42	13,799	153	253	146
South Atlantic.....	+9	-17	+2	64	17,100	-26	+3	62	24,613	147	220	119
East South Central.....	+1	-29	+9	29	5,501	-33	0	28	7,671	142	213	100
West South Central.....	+4	-18	+4	48	11,381	-30	-5	48	16,956	149	223	127
Mountain.....	+10	-3	-11	21	4,099	-34	+3	21	5,726	140	231	132
Pacific.....	0	-1	-13	55	17,334	-39	-2	54	22,988	134	219	135
Wiring supplies, construction materials distributors.....	-4	+3	-3	135	11,503	-3	-2	101	12,671	139	136	144
New England.....	-7	+6	+2	14	750	-8	-2	5	366	185	186	158
Middle Atlantic.....	-10	-8	-4	30	1,227	-4	-1	22	1,775	173	161	160
East North Central.....	-9	+5	-4	32	3,614	+11	+1	27	4,780	151	124	156
West North Central.....	-3	-4	-8	7	886	-7	+2	5	746	163	172	168
South Atlantic.....	-7	+13	-7	20	2,138	-23	-7	17	1,707	93	108	108
South Central.....	+17	-1	+11	14	1,807	+5	-7	10	1,785	129	147	132
Mountain.....	-4	-10	+7	4	300	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+1	+11	-10	14	781	-14	-3	13	1,212	157	183	178
Appliances and specialties wholesalers.....	+14	-18	-12	122	21,799	-27	+1	99	22,314	129	194	107
New England.....	+34	-4	-17	13	1,688	-9	-2	11	1,559	105	160	103
Middle Atlantic.....	+5	-26	-24	26	7,510	-44	+7	18	6,070	136	221	99
East North Central.....	+12	+7	-20	22	2,969	-9	0	17	3,674	146	183	158
West North Central.....	-7	-9	-10	12	1,053	-40	-4	10	1,741	174	267	162
South Atlantic.....	+34	-24	+12	20	3,904	-18	0	19	3,795	113	179	86
South Central.....	-3	-35	+11	10	1,431	-20	-6	8	1,839	132	160	90
Mountain.....	+35	+1	+4	7	1,140	-15	-6	7	1,403	123	197	132
Pacific.....	+20	-9	-1	12	2,104	-15	+9	9	2,233	113	159	93
Furniture and house furnishings.....	+6	+6	-7	70	10,587	-31	-2	51	14,790	175	262	184
New England.....	+6	+12	-9	4	747	-9	-1	4	1,129	151	177	171
Middle Atlantic.....	+14	+27	-5	15	2,389	-33	-4	11	3,533	189	332	257
East North Central.....	+11	+18	-6	9	1,948	-29	-3	7	3,057	188	289	229
West North Central.....	-15	+10	-18	9	894	-48	-5	9	2,046	229	375	265
South Atlantic.....	-13	+9	-7	11	766	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	+29	-16	+4	9	1,220	-25	+9	9	1,809	148	256	114
Mountain.....	+32	+17	0	5	750	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-7	-14	-8	8	1,873	-26	-5	6	1,916	118	140	100
Hardware.....	-4	+3	-11	165	62,000	-10	-2	137	125,700	237	254	252
Middle Atlantic.....	0	+6	-8	39	9,001	+8	+2	31	16,409	211	197	221
East North Central.....	-5	0	-13	24	11,035	-13	-2	23	24,498	231	248	237
West North Central.....	-5	+24	-17	18	11,625	-10	-3	17	25,381	263	275	352
South Atlantic.....	-1	+1	-6	22	5,201	-13	-3	19	11,100	233	265	242
East South Central.....	-11	-12	-5	16	4,426	-16	+1	14	8,929	223	242	196
West South Central.....	+1	+1	-6	15	5,171	-12	-1	9	7,747	231	272	244
Mountain.....	-6	-3	-12	8	2,247	-16	-6	5	2,875	292	302	281
Pacific.....	-4	-1	-11	20	13,017	-12	-5	16	27,888	241	267	249
Industrial supplies.....	-9	+1	-6	79	8,955	-3	0	58	14,560	206	192	206
New England.....	-5	+2	-8	7	352	+1	-1	6	1,073	392	362	402
Middle Atlantic.....	-8	-7	-3	19	1,614	-2	-3	12	2,043	177	174	177
East North Central.....	-7	+2	-12	6	743	-7	-2	6	1,333	179	180	187
West North Central.....	-3	+7	-13	6	784	-5	-5	5	1,110	208	193	254
South Atlantic.....	-15	+2	-10	11	930	+4	+17	10	2,164	237	194	206
South Central.....	-9	+4	-2	24	3,871	-5	-1	14	5,502	193	185	193
Pacific.....	-19	-1	-12	6	661	-3	-3	5	1,335	222	190	228
Jewelry.....	-1	+52	-10	140	7,094	-11	+7	84	14,193	268	304	387
New England.....	+5	+78	-7	8	455	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+1	+41	-7	42	2,163	-14	+16	20	3,316	229	290	309
East North Central.....	-3	+69	-14	39	1,746	-10	+4	27	4,039	266	289	420
West North Central.....	-5	+56	-16	14	838	-20	+3	12	2,250	286	355	442
South Atlantic.....	-10	+68	-6	5	488	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	+5	+27	0	6	180	-24	+7	4	328	373	412	443
Pacific.....	+3	+41	-6	23	1,214	+11	+9	15	3,080	336	304	384

See footnotes at end of table.

AUGUST 1952

[Data are shown by geographic division, where possible without disclosure of individual operations]

Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹		
	Percent change		August 1952 panel			Percent change		August 1952 panel		Aug. 1952	Aug. 1951	July 1952
	August 1952 from--		8 mo. 1952 from 1951 ²	Number of estab- lishments report- ing	Reported dollar values (add 000)	August 1952 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)			
	Aug. 1951	July 1952				Aug. 1951	July 1952					
Lumber and building materials.....	-7	+1	-10	80	\$14,607	-11	+1	58	\$13,142	123	130	123
Middle Atlantic.....	-22	0	-10	19	3,288	+37	+3	10	1,590	75	37	73
East North Central.....	-9	-1	-4	11	1,481	-18	-1	9	1,094	90	105	86
West North Central.....	+1	+24	-16	6	708	+7	+2	4	364	86	92	116
South Atlantic.....	-8	-6	-11	11	1,853	+8	-5	9	1,607	173	155	177
South Central.....	-11	+2	-13	5	956	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	+3	+15	-7	7	2,816	-14	-3	6	3,166	125	153	146
Pacific.....	-4	-12	-7	7	1,449	-4	+3	6	2,238	169	185	144
Machinery equipment, supplies (except electrical).....	-28	-13	-7	50	7,523	+10	0	38	16,759	253	161	223
New England.....	-19	+11	-13	4	307	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-27	+17	-15	8	1,300	-4	+3	5	1,856	156	115	178
East North Central.....	-1	-7	+23	12	1,344	+11	+5	9	1,991	186	157	194
South Atlantic.....	-5	+6	-6	8	760	-12	-2	6	2,095	309	333	332
South Central.....	-59	-40	-27	6	1,442	+36	-1	5	6,466	460	136	274
Pacific.....	+5	-18	+9	8	1,151	+9	-1	6	2,036	241	258	203
Metals.....	-7	-6	0	43	12,612	+26	-2	38	19,931	162	120	156
Paints and varnishes.....	+3	+18	-11	50	7,002	-4	-1	46	17,686	256	274	306
Plumbing and heating supplies.....	-6	+2	-11	139	18,903	-15	-4	114	27,591	172	191	184
New England.....	-1	+9	-9	7	380	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-10	+5	-15	31	2,440	-8	+4	24	3,892	185	184	186
East North Central.....	-1	+10	-11	18	1,774	-16	-2	16	3,382	214	251	240
West North Central.....	+3	+15	-21	15	1,869	-21	+1	13	3,116	177	228	204
South Atlantic.....	-3	-2	-7	39	8,334	-15	+2	38	11,734	154	175	147
East South Central.....	-15	-3	-5	11	1,933	-21	-33	9	2,815	162	173	237
Pacific.....	-13	0	-19	5	1,068	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Refrigeration equipment, parts (commercial).	-5	-23	-3	80	2,322	-10	+2	70	4,719	247	256	191
Middle Atlantic.....	-15	-28	-3	13	540	-21	+1	11	918	209	212	155
East North Central.....	-9	-32	-4	22	322	-13	+3	17	744	315	364	212
West North Central.....	-34	-20	-30	5	146	-14	-2	5	421	288	220	236
South Atlantic.....	-2	-24	+1	20	614	+2	+6	20	1,401	228	220	165
South Central.....	+20	-13	+21	4	255	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+10	-8	-10	14	382	-11	-3	13	921	283	353	270
Surgical, medical, equipment, supplies.....	+1	-4	-5	34	5,122	-1	+5	31	6,627	133	137	122
Middle Atlantic.....	-2	-5	+1	7	855	+19	+3	5	865	117	101	112
East North Central.....	+10	-9	-7	10	2,302	-3	+10	10	2,763	120	136	99
South Atlantic.....	-7	-2	-8	5	605	-5	+1	4	758	130	127	126
Pacific.....	-17	-2	-16	4	296	-9	-1	4	628	212	195	210
Beer.....	-1	-13	+7	35	2,084	+23	-2	31	871	46	38	41
Middle Atlantic.....	-5	-16	+9	7	423	+13	-13	6	78	19	16	18
East North Central.....	+3	-14	+10	11	672	+9	-9	11	277	41	39	39
West North Central.....	+1	-19	+18	5	172	-13	+4	4	59	76	92	61
South Atlantic.....	-2	-7	0	5	479	+53	+19	4	256	60	39	47
Pacific.....	-9	-11	+1	4	278	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Chemicals, industrial.....	-10	-5	-17	14	2,481	-8	-4	11	1,711	76	74	74
Clothing and furnishings (except shoes).....	+4	+35	-6	20	4,611	0	+4	14	4,490	138	146	192
Coal.....	-18	+41	-14	19	3,160	+2	+14	17	6,187	205	161	253
Confectionery.....	-2	-2	+6	37	1,333	-7	-2	20	756	101	104	101
Middle Atlantic.....	-5	-8	+4	6	349	+10	+3	4	204	92	81	85
East North Central.....	-5	-1	+2	4	116	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	-8	-3	+1	10	268	-34	-8	6	174	85	117	91
South Central.....	-6	-3	+10	11	358	+2	-7	5	214	110	100	111
Dairy and poultry products.....	-7	-10	0	21	4,263	+10	+9	15	1,845	50	42	41
Drugs and sundries (liquor excluded).....	-2	-3	+4	206	59,009	0	0	164	91,029	189	185	185
New England.....	0	-7	+3	15	2,991	+7	+4	12	4,559	195	179	176
Middle Atlantic.....	0	-4	+3	28	10,017	+3	+3	20	11,131	175	171	166
East North Central.....	-4	-4	+3	28	9,810	0	+2	22	13,417	173	165	161
West North Central.....	-3	+3	+4	18	5,906	-27	-24	15	6,560	132	173	171
South Atlantic.....	-3	-5	+6	30	6,764	+4	+4	21	10,738	211	195	189
East South Central.....	-8	-5	+1	17	3,419	-1	+1	13	5,931	214	197	199
West South Central.....	-4	+1	+5	30	7,315	+6	0	25	14,540	235	214	239
Mountain.....	-5	-5	+5	12	2,493	+4	+2	10	5,196	218	198	202
Pacific.....	+2	-1	+7	28	10,294	+1	+1	26	18,957	185	187	181
Dry goods.....	0	+33	-9	177	49,978	-20	0	145	72,182	167	207	229
New England.....	+33	+40	-11	7	833	-7	+11	7	1,059	127	182	161
Middle Atlantic.....	-2	+26	-19	50	7,414	-24	-1	37	9,342	180	213	230
East North Central.....	+5	+25	-4	17	5,675	-21	0	17	7,231	127	170	159
West North Central.....	+1	+51	-11	18	17,864	-20	-2	17	32,292	181	228	278
South Atlantic.....	-5	+26	-6	22	5,369	-13	+3	16	8,230	169	183	203
East South Central.....	-5	+53	-7	14	2,250	-12	+1	9	3,238	187	208	288
West South Central.....	-4	+37	-6	22	4,324	-21	+2	22	5,778	134	163	180
Mountain.....	+4	+44	-9	6	686	-15	+4	5	1,358	217	261	302
Pacific.....	-3	+4	+3	21	5,563	-34	0	15	3,634	167	248	186
Farm supplies.....	-4	+16	+1	20	3,143	+1	-5	10	956	53	54	67
Fresh fruits and vegetables.....	0	-32	+7	63	5,498	-19	+1	38	860	28	33	21
New England.....	0	-29	+8	6	433	-7	-4	4	26	14	15	10
Middle Atlantic.....	-3	-34	+13	17	1,585	+79	+59	10	292	42	25	20
East North Central.....	+12	-44	+9	15	1,494	-4	-8	7	135	30	30	24
West North Central.....	-22	-38	+4	7	697	+15	+2	7	185	27	18	16
South Atlantic.....	-2	-13	+4	5	278	+27	+14	4	42	18	13	13
East South Central.....	+18	-4	-2	5	225	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-6	+2	+1	5	475	(x)	(x)	(x)	(x)	(x)	(x)	(x)

See footnotes at end of table.

WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

AUGUST 1952

[Data are shown by geographic division, where possible without disclosure of individual operations]

Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹		
	Percent change		8 mo. 1952 from 1951 ²	August 1952 panel		Percent change		August 1952 panel		Aug. 1952	Aug. 1951	July 1952
	August 1952 from--			Number of estab- lishments report- ing	Reported dollar values (add 000)	August 1952 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)			
	Aug. 1951	July 1952				Aug. 1951	July 1952					
Groceries, total.....	+5	-3	+6	896	\$152,032	0	0	720	\$143,225	122	129	119
Nonaffiliated full-line wholesalers ⁴	+2	-2	+5	555	63,360	+1	0	467	66,229	125	127	123
New England.....	+5	-4	0	8	1,703	-13	-2	6	2,210	145	176	143
Middle Atlantic.....	+6	-2	+10	20	3,166	+2	-5	13	3,270	127	134	133
East North Central.....	-3	-2	+5	138	11,619	-4	-2	129	13,288	131	130	128
West North Central.....	+2	-4	+3	64	7,626	-5	+1	50	7,291	121	129	114
South Atlantic.....	0	0	+4	62	8,418	+6	+2	40	7,801	124	115	122
East South Central.....	+2	+5	+1	43	5,186	-3	+3	34	4,722	114	122	118
West South Central.....	+5	+3	+5	109	14,680	-3	+1	87	13,994	117	131	123
Mountain.....	-1	-14	+5	17	2,937	0	+4	16	4,564	162	159	133
Pacific.....	+8	-7	+5	94	8,025	+27	-1	92	9,089	120	103	114
Voluntary-group wholesalers.....	+8	-6	+8	234	63,073	0	0	163	54,696	118	130	110
New England.....	+4	-7	+10	10	3,452	+14	+4	8	2,105	111	108	100
Middle Atlantic.....	+2	+2	+4	39	14,290	+4	+7	25	9,735	116	114	111
East North Central.....	+9	-4	+11	48	12,765	+5	+1	33	8,938	103	110	97
West North Central.....	+16	-13	+9	70	18,678	-4	-3	70	25,139	135	163	120
South Atlantic.....	-7	-8	+3	13	2,841	+6	+3	7	1,853	119	102	103
Pacific.....	+9	-10	+13	18	6,502	+13	+3	4	2,778	106	103	102
Retailer-cooperative warehouses.....	+9	-4	+11	22	10,199	-3	-3	15	5,482	103	117	100
Specialty lines wholesalers.....	+2	+8	+3	105	15,407	0	+1	75	16,818	134	140	148
New England.....	-9	-3	-1	6	248	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+2	-3	+3	26	3,683	+14	+7	17	3,995	129	115	117
East North Central.....	-17	-6	+1	11	677	-1	-3	7	270	69	71	65
South Atlantic.....	-9	-6	+2	20	1,791	-8	-1	15	2,062	127	125	120
East South Central.....	+1	-5	+6	5	464	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	-1	-9	-1	5	344	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+6	+24	+2	26	7,162	-4	-1	23	9,049	158	179	219
Leather and shoe findings.....	-1	+18	-7	24	502	-4	-5	12	1,051	440	429	518
Middle Atlantic.....	+27	+10	-1	4	33	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	-3	+28	-4	5	96	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central.....	-16	+2	-7	4	51	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-2	+20	-9	6	249	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products.....	-8	+1	-5	38	24,194	-1	-7	34	8,519	41	38	43
Middle Atlantic.....	-11	-6	-5	10	4,392	-5	-4	10	2,255	51	48	50
East North Central.....	0	+4	-1	13	11,025	+6	-9	12	3,913	37	35	43
Pacific.....	-17	+3	-1	5	4,827	-17	-7	4	732	30	29	29
Paper and its products.....	-15	+10	-13	76	9,697	+8	-1	54	10,253	146	115	164
New England.....	-11	-5	-10	5	296	+10	+1	4	405	224	178	199
Middle Atlantic.....	-22	+13	-14	18	2,654	+16	-5	11	1,903	115	76	139
East North Central.....	-12	+3	-13	30	3,292	+11	-4	25	3,457	123	96	134
South Atlantic.....	-14	+12	-13	8	815	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	-18	+14	-9	4	386	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-6	+28	-11	7	1,725	-3	0	6	2,452	170	168	218
Petroleum.....	-12	+9	+3	29	4,523	+9	-3	28	6,259	139	113	157
Shoes and other footwear.....	+12	+34	+1	35	40,188	-16	-8	31	66,089	167	220	241
Tobacco products.....	-3	-6	+5	285	45,278	-1	0	168	17,935	58	57	55
New England.....	+2	-5	+6	35	3,487	+3	+2	12	612	45	46	45
Middle Atlantic.....	-4	-8	+3	58	15,331	-8	0	38	7,676	62	66	57
East North Central.....	0	-6	+6	69	8,751	+6	0	40	2,745	56	53	53
West North Central.....	-7	-7	+4	40	5,745	0	-2	28	2,492	59	58	56
South Atlantic.....	-4	-2	+7	26	5,414	+5	-1	20	2,378	55	48	54
East South Central.....	0	0	+12	10	1,591	+13	+9	6	628	48	43	43
West South Central.....	-3	-6	+7	25	2,093	+9	+5	10	604	65	52	56
Mountain.....	+8	-6	+3	7	430	-14	-3	6	199	43	61	47
Pacific.....	-12	-6	-1	15	2,436	+17	-1	8	601	62	44	57
Wines and spirits ⁵	-1	-5	+2	293	80,418	-5	-2	237	116,009	175	181	172
New England.....	-8	-20	-1	24	4,552	0	-14	15	3,456	132	123	122
Middle Atlantic.....	-6	-8	-4	50	23,670	-12	0	47	35,538	168	182	165
East North Central.....	-1	0	-2	45	11,370	+2	-6	34	16,073	164	160	175
West North Central.....	-1	-5	0	31	6,825	-10	+3	25	9,628	195	215	172
South Atlantic.....	-3	-11	+10	43	9,640	+13	-5	40	16,015	175	149	163
East South Central.....	-2	-8	+6	15	2,653	+15	0	12	4,946	236	189	213
West South Central.....	-11	-13	+8	35	6,420	+3	0	32	14,568	232	199	203
Mountain.....	-6	-7	+4	12	2,156	+27	-4	11	2,695	126	100	122
Pacific.....	+24	+14	+10	38	13,132	-26	-3	21	13,090	164	260	201
Miscellaneous.....	-3	+10	-3	43	8,424	+10	+4	30	8,004	156	125	174

x Insufficient data to show separately.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the mark-up of sales, which varies from trade to trade.² Includes reports received too late for inclusion in previous monthly trends.³ The United States total and totals for some trades include a number of establishments not assigned to a geographic division.⁴ Not affiliated with voluntary or cooperative groups.⁵ Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

Note: Percentage changes are computed on an unweighted basis by summarizing all reports received in time for tabulation. Since coverage varies by kind of business and geographic division depending upon participation of wholesalers in the reporting service, data shown may not necessarily represent trends of all wholesalers. They do reflect, however, the experience of those wholesalers submitting data in each of the periods for which comparisons are made.

States comprising geographic divisions

New England (Conn., Maine, Mass., N.H., R.I., Vt.)

Middle Atlantic (N.J., N.Y., Pa.)

East North Central (Ill., Ind., Mich., Ohio, Wis.)

West North Central (Iowa, Kans., Minn., Mo., Nebr., N.Dak., S.Dak.)

South Atlantic (Del., Fla., Ga., Md., N.C., S.C., Va., W.Va.)

East South Central (Ala., Ky., Miss., Tenn.)

West South Central (Ark., La., Okla., Texas)

South Central - East South Central and West South Central combined

Mountain (Ariz., Colo., Idaho, Mont., Nev., N.Mex., Utah, Wyo.)

Pacific (Calif., Oreg., Wash.)

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WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE

Charles Sawyer, Secretary

BUREAU OF THE CENSUS

Roy V. Peel, Director

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NOV 12 1952

SEPTEMBER 1952 UNIVERSITY OF ILLINOIS

FOR RELEASE
NOVEMBER 5, 1952

SALES AND INVENTORIES

Sales and inventory trends presented in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 4,347 wholesale establishments in various lines of business.

SALES

September dollar sales of merchant wholesalers rose 8 percent above the level of the previous month and were, also, 8 percent above sales a year ago. Cumulative sales for the first nine months of 1952, however, were slightly (1%) below the corresponding period of last year.

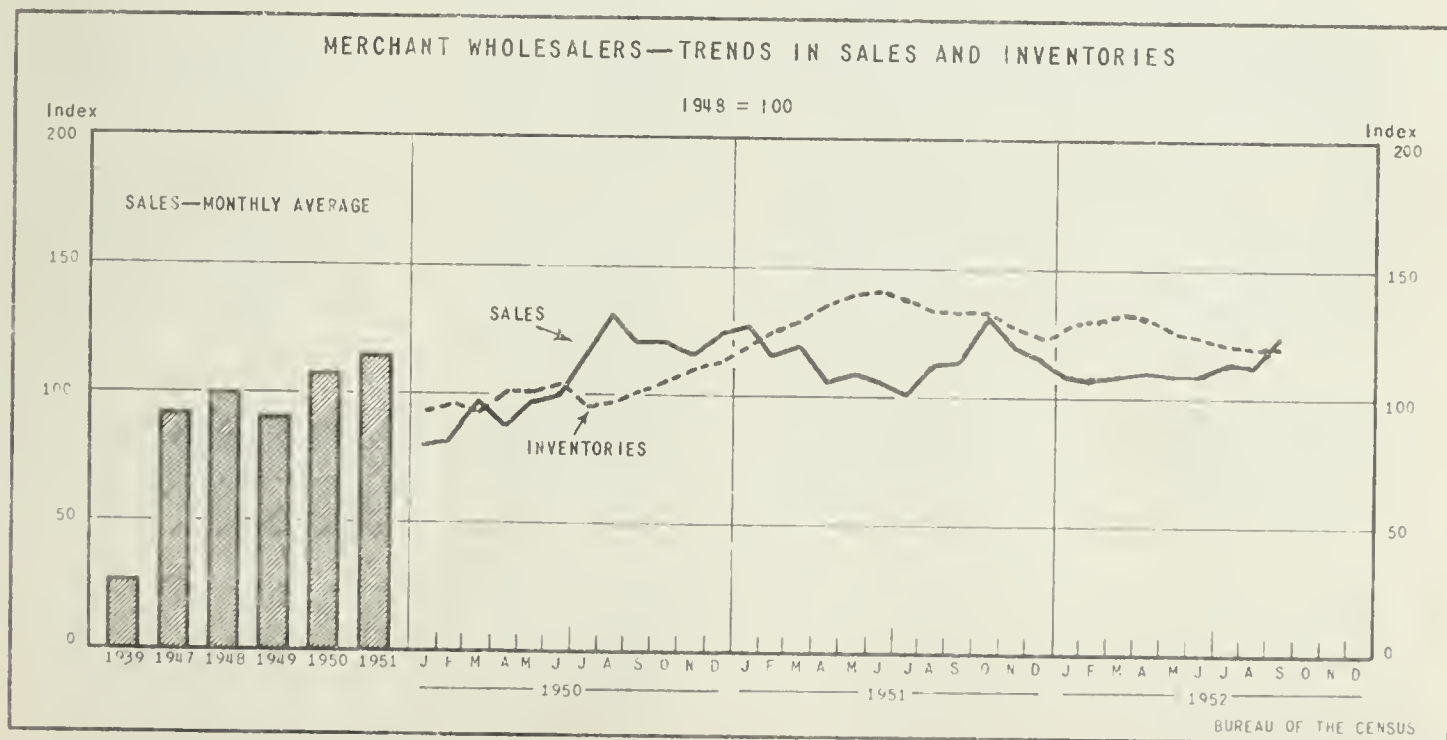
All geographic divisions experienced sales gains over a month earlier as well as a year ago. The New England and Middle Atlantic Divisions, each up 13 percent, shared the principal sales increase over August. Gains over a year ago ranged from 5 to 14 percent, the largest increase being reported by the West North Central Division. However, cumulative sales for the first nine months of 1952 were down 1 to 4 percent below the same period of 1951 in 5 of the 9 geographic divisions. The Pacific Division showed sales at approximately the same level, but the South Atlantic, East South Central, and West South Central Divisions indicated gains of 2 to 3 percent above nine-month sales in 1951.

Most trades covered in this survey reflected sales gains over the previous month with the principal increase, 40 percent, shown by coal. Substantial increases were also reported by electrical appliances and specialties (25%), jewelry (24%), and petroleum (20%). Shoes and other footwear, down 14 percent, reported the heaviest decrease below August sales. Compared with a year ago, 30 trades showed increases, while 7 indicated small declines. However, most trades--particularly, durable goods--reflected sales during the first three-quarters below those in the comparable period of 1951.

INVENTORIES

Inventories (valued at cost) of wholesalers on September 30 rose slightly (1%) above the level of stocks on hand August 31, 1952, but were down 11 percent below the September 30, 1951, stock level. Based on the reports of 3,382 wholesale establishments submitting inventories in conjunction with sales, the September stock-sales ratio of 14% was 10 points lower than that reported for August and 31 points below a year ago.

The only division reporting stocks on hand below the previous month was the East South Central, down 2 percent. While the East North Central and South Atlantic Divisions showed practically no change from inventory levels established a month earlier, the remaining divisions reflected small gains. All divisions, however, reported inventories lower than a year ago, such decreases varying from 6 to 14 percent. The Middle Atlantic and Pacific Divisions shared the sharpest decline.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

SEPTEMBER 1952

[Data are shown by geographic division, where possible without disclosure of individual operations]

Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹		
	Percent change		September 1952 panel			Percent change		September 1952 panel		Sept. 1952	Sept. 1951	Aug. 1952
	Sept. 1952 from--		9 mo. 1952 from 9 mo. 1951 ²	Number of estab- lishments report- ing	Reported dollar values (add 000)	Sept. 1952 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)			
	Sept. 1951	Aug. 1952				Sept. 1951	Aug. 1952					
United States, total ³	+8	+8	-1	4,347	\$891,262	-11	+1	3,382	\$1,058,275	143	174	153
New England.....	+12	+13	-1	252	37,325	-12	+2	173	38,951	142	176	155
Middle Atlantic.....	+5	+13	-4	788	172,090	-14	+2	594	169,807	126	153	137
East North Central.....	+8	+10	-2	863	162,917	-11	0	706	178,560	127	152	139
West North Central.....	+14	+8	-2	520	116,849	-10	+3	406	154,707	154	196	163
South Atlantic.....	+8	+7	+2	556	101,210	-7	0	445	120,887	142	164	151
East South Central.....	+7	+9	+2	211	38,660	-12	-2	162	44,850	138	167	151
West South Central.....	+8	+10	+3	385	75,644	-6	+2	302	101,083	159	182	172
Mountain.....	+10	+8	-2	173	29,122	-7	+2	142	35,976	141	168	148
Pacific.....	+11	+6	0	548	120,289	-14	+2	402	137,458	152	195	159
Automotive supplies.....	+17	+8	+1	380	25,390	0	+1	224	21,613	225	246	255
New England.....	+41	+22	+5	21	1,018	-11	-2	8	460	199	255	220
Middle Atlantic.....	+8	+15	-8	52	1,359	-2	-1	49	2,787	223	246	262
East North Central.....	+16	+13	+1	78	5,007	-2	+3	62	6,987	213	254	251
West North Central.....	+16	+9	+4	85	6,630	+6	0	30	3,204	219	209	245
South Atlantic.....	+20	-3	+5	23	3,864	+2	-2	17	1,684	263	243	286
West South Central.....	+23	-1	+2	13	2,462	+5	-2	8	1,597	234	200	229
Mountain.....	-2	+23	-4	26	1,020	-6	+2	16	1,144	205	237	238
Pacific.....	+12	+15	-4	80	3,351	-1	-1	33	3,721	246	301	280
Electrical group, total.....	-2	+11	-7	703	160,150	-20	0	634	198,848	132	187	146
Full-line wholesalers.....	-3	+8	-6	447	121,062	-32	-1	439	163,248	136	196	149
New England.....	-3	+11	-9	34	7,228	-32	-4	34	11,354	157	223	182
Middle Atlantic.....	-7	+17	-10	66	19,148	-38	-3	63	26,372	140	211	170
East North Central.....	-4	+13	-8	90	28,693	-31	-1	89	35,290	123	173	141
West North Central.....	-4	+8	-13	44	9,847	-36	+3	44	14,458	147	219	154
South Atlantic.....	0	+2	+2	63	17,430	-24	-1	61	24,197	143	189	147
East South Central.....	-1	+3	+8	28	5,308	-33	-5	27	6,721	130	190	140
West South Central.....	+1	-4	+4	47	10,209	-28	+4	47	16,045	157	221	145
Mountain.....	+14	+10	-9	21	4,489	-26	0	21	5,711	127	196	139
Pacific.....	-3	+9	-12	54	18,710	-36	+2	53	23,100	124	188	133
Wiring supplies, construction materials distributors.....	+2	+4	-2	142	12,286	0	+3	105	13,037	138	142	141
New England.....	-1	+3	+2	13	712	-15	-4	4	221	140	191	169
Middle Atlantic.....	-2	+1	-4	34	1,422	+7	+7	24	1,973	169	157	158
East North Central.....	+1	+9	-3	34	4,197	+13	+3	28	4,864	143	130	151
West North Central.....	+8	+8	-6	7	956	-10	-2	5	783	163	179	176
South Atlantic.....	+13	-1	-5	21	2,174	-19	-3	18	1,854	96	133	101
South Central.....	-12	-7	+8	14	1,509	+3	+7	10	1,712	144	132	135
Mountain.....	+6	+26	+7	5	455	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+9	+8	-8	14	861	-9	+8	13	1,324	155	185	156
Appliances and specialties wholesalers....	+1	+25	-10	114	26,802	-22	0	90	22,563	108	149	134
New England.....	+40	+22	-14	6	1,186	-5	+14	5	938	83	135	95
Middle Atlantic.....	-11	+39	-22	25	10,367	-30	+10	16	6,560	110	158	136
East North Central.....	+13	+37	-16	20	4,276	-20	-6	15	3,676	99	139	146
West North Central.....	+3	+17	-9	11	1,213	-34	-1	11	2,066	170	263	201
South Atlantic.....	+6	+13	+11	21	4,420	-9	-1	17	3,763	100	115	117
South Central.....	+2	+1	+10	12	1,643	-19	+4	10	2,111	132	165	128
Mountain.....	+35	+33	+7	6	1,323	-18	-6	6	1,130	85	141	121
Pacific.....	+8	+6	0	13	2,374	-12	-18	10	2,319	104	128	135
Furniture and house furnishings.....	+19	+17	-5	71	12,579	-23	+2	50	15,166	150	230	175
New England.....	+35	+29	-5	5	1,017	-5	+7	4	1,211	124	174	151
Middle Atlantic.....	+27	+19	-1	15	2,834	-26	-5	10	3,329	158	274	189
East North Central.....	+25	+16	-3	10	2,422	-18	+3	8	3,417	163	254	188
West North Central.....	+7	+26	-17	9	1,122	-42	+6	9	2,178	194	358	229
South Atlantic.....	0	+23	-6	11	946	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	+28	+18	+5	8	1,380	-19	+3	8	1,718	124	196	142
Mountain.....	+21	-8	+1	5	692	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+8	+16	-7	8	2,166	-16	-1	6	1,904	101	123	118
Hardware.....	+13	+14	-8	170	70,693	-9	0	144	124,127	203	254	233
Middle Atlantic.....	+12	+16	-6	38	10,406	+7	+14	32	16,681	181	191	183
East North Central.....	+13	+20	-10	24	13,269	-12	-3	23	23,742	185	237	231
West North Central.....	+18	+11	-14	18	12,941	-10	-3	17	24,490	223	291	262
South Atlantic.....	+18	+17	-3	29	6,578	-12	-1	25	11,433	195	264	231
East South Central.....	+11	+16	-3	16	5,002	-13	-1	14	8,833	196	251	230
West South Central.....	+9	+7	-4	15	5,523	-10	-1	9	7,639	217	261	231
Mountain.....	+10	+14	-10	8	2,556	-14	-2	5	2,816	234	300	292
Pacific.....	+13	+9	-9	19	14,018	-11	-1	16	27,589	217	279	241
Industrial supplies.....	+3	+10	-5	81	10,359	+3	+3	59	15,865	197	196	205
New England.....	+7	+8	-6	7	381	+2	+2	6	1,093	362	391	392
Middle Atlantic.....	-6	+4	-4	19	1,682	+1	-2	12	2,008	177	185	177
East North Central.....	+4	+6	-11	6	789	-7	-3	6	1,290	163	182	180
West North Central.....	-10	-11	-13	6	665	-11	-2	4	777	190	200	181
South Atlantic.....	-3	+9	-9	11	1,014	+2	0	10	2,167	213	209	237
South Central.....	+12	+17	0	25	4,868	+10	+10	15	6,808	194	188	197
Pacific.....	-5	+8	-11	7	960	+1	-3	6	1,722	189	176	214
Jewelry.....	+5	+24	-8	148	8,491	-10	+3	93	14,813	226	273	267
New England.....	-10	+12	-8	8	510	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+7	+31	-6	41	2,393	+1	+9	20	3,888	224	246	245
East North Central.....	+9	+24	-11	40	2,176	-8	+2	28	4,175	219	266	267
West North Central.....	+1	+18	-13	15	1,030	-16	-3	11	2,211	240	317	282
South Atlantic.....	-8	+4	-7	12	553	-35	-9	10	872	171	240	199
South Central.....	+15	+2	+2	5	169	0	+24	4	225	308	314	248
Pacific.....	+9	+34	-4	24	1,638	-11	0	15	3,077	246	299	335

See footnotes at end of table.

SEPTEMBER 1952

[Data are shown by geographic division, where possible without disclosure of individual operations]

Geographic division and kind of business	Sales					Inventories, end-of-month (at cost)				Stock-sales ratios ¹		
	Percent change		September 1952 panel			Percent change		September 1952 panel		Sept. 1951	Sept. 1952	Aug. 1952
	Sept. 1952 from--		9 mo. 1952 from 9 mo. 1951 ²	Number of estab- lishments report- ing	Reported dollar value (ad. 000)	Sept. 1952 from--		Number of estab- lishments report- ing	Reported dollar value (ad. 000)			
	Sept. 1951	Aug. 1952				Sept. 1951	Aug. 1952					
Lumber and building materials.....	+11	+8	-7	80	\$15,672	-16	-7	57	\$11,939	103	136	121
Middle Atlantic.....	+4	+21	-8	18	3,736	+18	-4	9	1,276	49	41	63
East North Central.....	+8	+5	-3	11	1,562	-20	-2	9	1,076	82	117	90
West North Central.....	+22	+7	-13	7	815	+6	+1	4	368	71	89	86
South Atlantic.....	+7	+5	-9	11	1,947	+3	-2	9	1,576	163	180	173
South Central.....	+26	+2	-9	5	978	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	+6	-4	-6	7	2,708	-32	-17	6	2,612	109	162	125
Pacific.....	+13	+9	-5	7	1,584	-7	-18	6	1,845	128	174	169
Machinery equipment, supplies (except electrical).....	-19	+9	-9	50	8,235	+8	0	39	17,042	242	171	254
New England.....	-2	+12	-16	5	435	+3	-1	4	1,069	344	318	371
Middle Atlantic.....	0	+16	-14	8	1,508	-4	-2	5	1,823	132	136	156
East North Central.....	+22	+12	+23	12	1,509	+1	-2	9	1,942	178	213	186
South Atlantic.....	+3	+10	-5	7	810	-6	+1	6	2,125	276	297	309
South Central.....	-64	-13	-32	6	1,256	+24	-1	5	6,417	528	150	460
Pacific.....	+10	+7	+9	8	1,235	+8	+1	6	2,059	258	241	241
Metals.....	+11	+15	+1	41	13,748	+21	0	36	18,312	136	127	158
Paints and varnishes.....	-1	-4	-9	49	6,702	-5	-2	45	17,291	263	272	256
Plumbing and heating supplies.....	-1	+8	-9	139	20,311	-8	+1	116	29,680	164	175	174
New England.....	+1	+4	-8	7	395	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+2	+11	-13	32	2,767	-5	+1	25	4,112	168	180	184
East North Central.....	-3	+13	-10	17	1,905	-21	-4	15	3,152	184	224	219
West North Central.....	+6	+5	-18	15	1,967	-15	+1	13	3,138	169	207	177
South Atlantic.....	0	+5	-6	39	8,734	-3	+2	39	13,414	154	158	158
East South Central.....	-3	+21	-5	11	2,337	-17	+4	9	2,924	142	161	162
Mountain.....	-12	+18	-19	4	378	-3	-4	4	796	211	190	260
Pacific.....	-3	+3	-17	5	1,100	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Refrigeration equipment, parts (commercial)	-2	-7	-3	77	2,058	-6	+2	68	4,523	252	263	238
Middle Atlantic.....	-20	-7	-5	12	438	-13	+3	11	941	231	208	209
East North Central.....	-8	-20	-5	23	299	-12	0	18	810	363	426	283
South Atlantic.....	+13	+3	+2	22	633	+5	-3	22	1,442	228	246	228
South Central.....	-11	-45	+18	4	140	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+10	-8	-7	9	258	-13	-1	8	554	296	339	250
Surgical, medical, equipment, supplies.....	+5	-4	-4	35	5,089	+2	+3	28	6,208	135	138	125
Middle Atlantic.....	+11	+3	+2	6	820	+20	-3	5	839	111	103	117
East North Central.....	+6	-5	-6	11	2,316	-2	+7	8	2,542	124	134	110
South Atlantic.....	-7	-1	-8	6	667	-3	+1	5	898	139	133	157
South Central.....	0	-12	+3	5	630	+1	+3	4	717	135	131	111
Beer.....	+16	-11	+8	37	2,056	+3	-12	33	854	46	53	46
Middle Atlantic.....	+15	-24	+10	7	462	+27	-9	7	100	22	20	19
East North Central.....	+20	-11	+11	12	622	+11	0	11	277	46	50	41
West North Central.....	+24	-8	+18	5	158	-20	-19	4	43	65	107	76
South Atlantic.....	+7	0	+1	5	422	-4	-23	4	196	53	59	69
Pacific.....	+16	-4	+3	5	343	-8	-10	4	199	67	86	71
Chemicals, industrial.....	-2	+7	-15	18	2,664	-13	-2	14	1,647	70	77	76
Clothing and furnishings (except shoes)....	+14	+7	-4	20	3,970	+7	-4	13	4,198	124	136	138
Coal.....	+13	+40	-11	20	4,510	+2	+3	18	6,430	149	160	203
Confectionery.....	+4	+6	+6	38	1,418	-1	+2	19	724	95	108	104
Middle Atlantic.....	+3	+3	+4	7	359	-1	-5	4	193	87	90	92
East North Central.....	-3	-5	+1	4	110	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	-19	-10	-1	10	240	-15	+1	5	132	87	116	94
South Central.....	+14	+31	+10	11	460	+2	+5	5	224	91	101	110
Dairy and poultry products.....	+6	-1	0	27	6,796	+27	-1	21	4,424	70	59	71
Drugs and sundries (liquor excluded).....	+16	+14	+5	203	66,858	+1	+6	164	96,213	175	203	189
New England.....	+14	+15	+5	13	3,273	+2	+1	11	4,360	169	190	194
Middle Atlantic.....	+11	+12	+4	27	10,814	-6	-4	20	10,724	152	178	175
East North Central.....	+15	+14	+4	28	11,353	-2	+4	22	13,948	156	183	173
West North Central.....	+15	+14	+5	19	7,080	+2	+38	17	10,382	170	190	141
South Atlantic.....	+15	+17	+7	31	7,887	+3	+4	23	11,173	187	204	211
East South Central.....	+14	+17	+2	16	3,948	-2	+4	12	5,963	184	217	211
West South Central.....	+16	+14	+6	32	8,916	+6	+4	26	16,310	217	240	238
Mountain.....	+15	+11	+6	11	2,727	+7	+11	9	5,607	214	231	217
Pacific.....	+24	+12	+8	26	10,860	-2	+2	24	17,746	164	209	181
Dry goods.....	+20	+8	-6	178	53,914	-16	-3	148	69,218	149	214	167
New England.....	+15	+10	-8	7	805	-17	-3	7	1,030	128	177	146
Middle Atlantic.....	+16	+12	-16	49	8,334	-25	+9	38	9,450	159	250	164
East North Central.....	+20	+13	-1	17	6,394	-14	-9	17	6,683	105	146	130
West North Central.....	+26	+4	-7	19	18,636	-11	-4	17	30,855	167	238	181
South Atlantic.....	+23	+19	-2	23	6,421	-7	-7	18	7,821	135	176	169
East South Central.....	+4	+13	-5	15	2,704	-6	-7	10	3,377	162	177	144
West South Central.....	+32	+8	-1	20	4,137	-9	+2	20	5,208	126	182	134
Mountain.....	+14	-2	-6	5	610	-12	-2	5	1,333	219	282	217
Pacific.....	+5	+2	+3	23	5,873	-46	-10	16	3,461	152	296	169
Farm supplies.....	+13	+1	+2	20	3,188	-6	-1	11	1,094	58	68	62
Fresh fruits and vegetables.....	+4	-8	+7	61	5,131	-7	+3	39	852	23	26	21
New England.....	+16	-17	+9	6	350	+10	+14	5	57	23	25	18
Middle Atlantic.....	+4	-9	+12	17	1,157	+4	0	10	25	6	6	5
East North Central.....	+1	-14	+9	13	1,151	+26	+2	7	331	41	33	37
West North Central.....	+17	-2	+5	7	685	+9	+4	7	192	28	30	27
South Atlantic.....	-23	-3	0	6	287	+42	+21	4	51	22	14	18
East South Central.....	-2	+5	-2	5	161	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+15	+4	+3	5	1,136	+6	+13	4	134	12	13	12

See footnotes at end of table.

WHOLESALESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

SEPTEMBER 1952

[Data are shown by geographic division, where possible without disclosure of individual operations]

Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹		
	Percent change		September 1952 panel			Percent change		September 1952 panel		Sept. 1952	Sept. 1951	Aug. 1952
	Sept. 1952 from--		9 mo. 1952 from 9 mo. 1951 ²	Number of estab- lishments report- ing	Reported dollar values (add 000)	Sept. 1952 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)			
	Sept. 1951	Aug. 1952				Sept. 1951	Aug. 1952					
Groceries, total.....	+14	+6	+7	888	\$159,630	+4	+6	722	\$150,820	123	135	122
Non-affiliated full-line wholesalers ⁴	+11	+5	+5	558	65,061	+2	+6	476	67,767	123	135	123
New England.....	+13	+1	+2	7	1,393	-7	+8	5	1,914	156	192	148
Middle Atlantic.....	+17	+8	+11	19	3,032	+13	+12	13	3,470	137	144	133
East North Central.....	+6	+10	+5	138	12,628	-11	+1	129	13,211	119	139	131
West North Central.....	+8	+2	+3	62	7,408	+5	+10	51	8,022	133	137	125
South Atlantic.....	+8	+4	+4	62	8,753	+5	+5	39	7,968	122	124	123
East South Central.....	+8	-2	+1	40	4,768	-1	-3	33	4,398	112	122	113
West South Central.....	+12	+7	+6	108	15,307	+2	+7	87	14,878	119	134	118
Mountain.....	+19	+3	+7	26	3,113	+6	+12	25	3,858	127	143	117
Pacific.....	+20	+6	+7	96	8,659	+14	+8	94	10,048	123	128	120
Voluntary-group wholesalers.....	+15	+5	+9	200	65,234	+7	+6	152	58,872	125	133	121
New England.....	+54	+31	+14	9	4,237	+26	+6	7	1,949	115	110	108
Middle Atlantic.....	+7	0	+4	37	13,922	+6	+4	26	10,407	132	126	117
East North Central.....	+14	+3	+12	47	13,084	+8	+7	32	9,544	111	116	103
West North Central.....	+18	+9	+10	69	19,876	+5	+7	69	26,381	133	148	135
South Atlantic.....	+7	+6	+3	12	2,906	+15	+17	6	1,983	123	115	117
Pacific.....	+22	-1	+14	18	6,386	+10	-5	4	2,686	107	122	110
Retailer-cooperative warehouses.....	+17	+15	+11	23	11,807	0	+11	16	6,260	105	127	104
Specialty lines wholesalers.....	+20	+11	+5	107	17,528	+4	+6	78	17,921	127	148	132
New England.....	+11	+22	+1	5	243	-4	-5	4	117	50	59	64
Middle Atlantic.....	+17	+23	+5	25	4,517	+9	-2	18	3,931	100	108	127
East North Central.....	+26	+30	+4	11	1,138	+20	+15	6	308	72	67	70
South Atlantic.....	+6	+15	+2	21	2,074	-10	+3	15	2,120	113	133	127
East South Central.....	+17	+22	+7	6	692	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	+12	+16	0	5	398	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	+34	+17	+22	4	912	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+25	0	+5	28	7,338	+3	+8	24	9,818	169	212	154
Leather and shoe findings.....	+5	+17	-5	26	649	-4	-1	13	1,032	307	343	367
Middle Atlantic.....	+16	+9	+1	6	51	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	-3	+11	-4	5	107	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central.....	-5	+22	-7	4	62	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+7	+19	-7	7	372	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products.....	-2	-4	-4	40	23,659	-2	-10	36	7,762	38	38	41
Middle Atlantic.....	-6	-2	-5	11	4,444	+1	-2	11	2,278	51	48	51
East North Central.....	-1	-15	-1	13	9,425	+2	-16	12	3,283	37	36	37
Pacific.....	+3	+3	0	5	4,971	-24	-4	4	706	28	34	30
Paper and its products.....	+7	+10	-11	62	10,341	+4	-3	42	9,701	129	132	146
New England.....	+14	+5	-8	5	312	+10	-1	4	402	215	217	224
Middle Atlantic.....	+2	+14	-12	18	2,897	+9	-2	10	1,647	94	85	110
East North Central.....	+5	+12	-11	19	3,635	+7	0	15	3,457	109	107	123
South Atlantic.....	-6	+1	-13	6	747	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	+17	+5	-5	5	600	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+29	+13	-6	6	1,858	+2	-4	5	2,308	154	195	171
Petroleum.....	+13	+20	+4	28	5,395	+13	-5	28	6,569	122	122	139
Shoes and other footwear.....	+1	-14	+1	35	34,690	-19	-6	31	61,958	181	226	167
Tobacco products.....	+9	0	+5	286	44,901	+9	+8	171	18,268	60	61	56
New England.....	+9	-3	+6	35	3,394	-2	-4	13	619	48	53	46
Middle Atlantic.....	+6	-2	+3	56	14,008	+13	+16	35	7,613	73	68	60
East North Central.....	+12	+1	+6	70	8,836	+2	-1	42	2,718	52	57	53
West North Central.....	+3	-1	+4	42	6,036	-1	0	32	2,617	56	61	59
South Atlantic.....	+17	+5	+8	25	5,841	+12	+9	19	2,579	53	56	52
East South Central.....	+23	+7	+13	10	1,700	+9	+3	6	648	46	52	48
West South Central.....	+7	+1	+7	24	2,086	+7	-3	8	439	53	50	54
Mountain.....	+6	-3	+4	10	613	+5	+11	9	398	67	67	58
Pacific.....	+4	+1	-1	14	2,395	+38	+10	7	637	67	52	63
Wines and spirits ⁵	+11	+18	+3	286	92,172	-11	+2	232	111,454	145	180	168
New England.....	+18	+22	+1	20	4,526	-4	+8	15	4,060	129	177	151
Middle Atlantic.....	+7	+24	-2	50	30,303	-22	+1	44	34,180	131	178	157
East North Central.....	+4	+7	-2	46	11,309	+3	+6	35	15,821	164	165	166
West North Central.....	+18	+22	+2	29	6,810	-9	+11	24	6,926	137	180	153
South Atlantic.....	+8	+14	+10	43	10,829	+7	-3	41	16,014	152	152	178
East South Central.....	+10	+19	+6	15	3,161	+5	-7	12	4,611	183	194	236
West South Central.....	+25	+66	+9	30	8,890	-16	-9	27	11,015	126	188	230
Mountain.....	0	+1	+3	12	2,272	+25	+7	10	2,901	132	115	124
Pacific.....	+19	+1	+11	41	14,072	-19	+13	24	15,926	182	238	159
Miscellaneous.....	+23	+5	-1	44	8,983	+5	-1	31	8,317	138	176	159

x Insufficient data to show separately.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the mark-up of sales, which varies from trade to trade.² Includes reports received too late for inclusion in previous monthly trends.³ The United States total and totals for some trades include a number of establishments not assigned to a geographic division.⁴ Not affiliated with voluntary or cooperative groups.⁵ Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

Note: Percentage changes are computed on an unweighted basis by summarizing all reports received in time for tabulation. Since coverage varies by kind of business and geographic division depending upon participation of wholesalers in the reporting service, data shown may not necessarily represent trends of all wholesalers. They do reflect, however, the experience of those wholesalers submitting data in each of the periods for which comparisons are made.

States comprising geographic divisions

New England (Conn., Maine, Mass., N.H., R.I., Vt.)

Middle Atlantic (N.J., N.Y., Pa.)

East North Central (Ill., Ind., Mich., Ohio, Wis.)

West North Central (Iowa, Kans., Minn., Mo., Nebr., N.Dak., S.Dak.)

South Atlantic (Del., Fla., Ga., Md., N.C., S.C., Va., W.Va.)

East South Central (Ala., Ky., Miss., Tenn.)

West South Central (Ark., La., Okla., Texas)

South Central - East South Central and West South Central combined.

Mountain (Ariz., Colo., Idaho, Mont., Nev., N.Mex., Utah, Wyo.)

Pacific (Calif., Oreg., Wash.)

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MONTHLY

WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE

Charles Sawyer, Secretary

BUREAU OF THE CENSUS

THE LIBRARY Roy V. Peel, Director

OCT 13 1952

UNIVERSITY OF ILLINOIS

OCTOBER 1952

FOR RELEASE
DECEMBER 5, 1952

SALES AND INVENTORIES

Sales and inventory trends presented in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 4,271 wholesale establishments in various lines of business.

SALES

Dollar sales of merchant wholesalers during October rose 7 percent above the level of the previous month and were up 2 percent over October sales a year ago. Cumulative sales for the first ten months of 1952, however, were slightly (1%) below the corresponding period of last year.

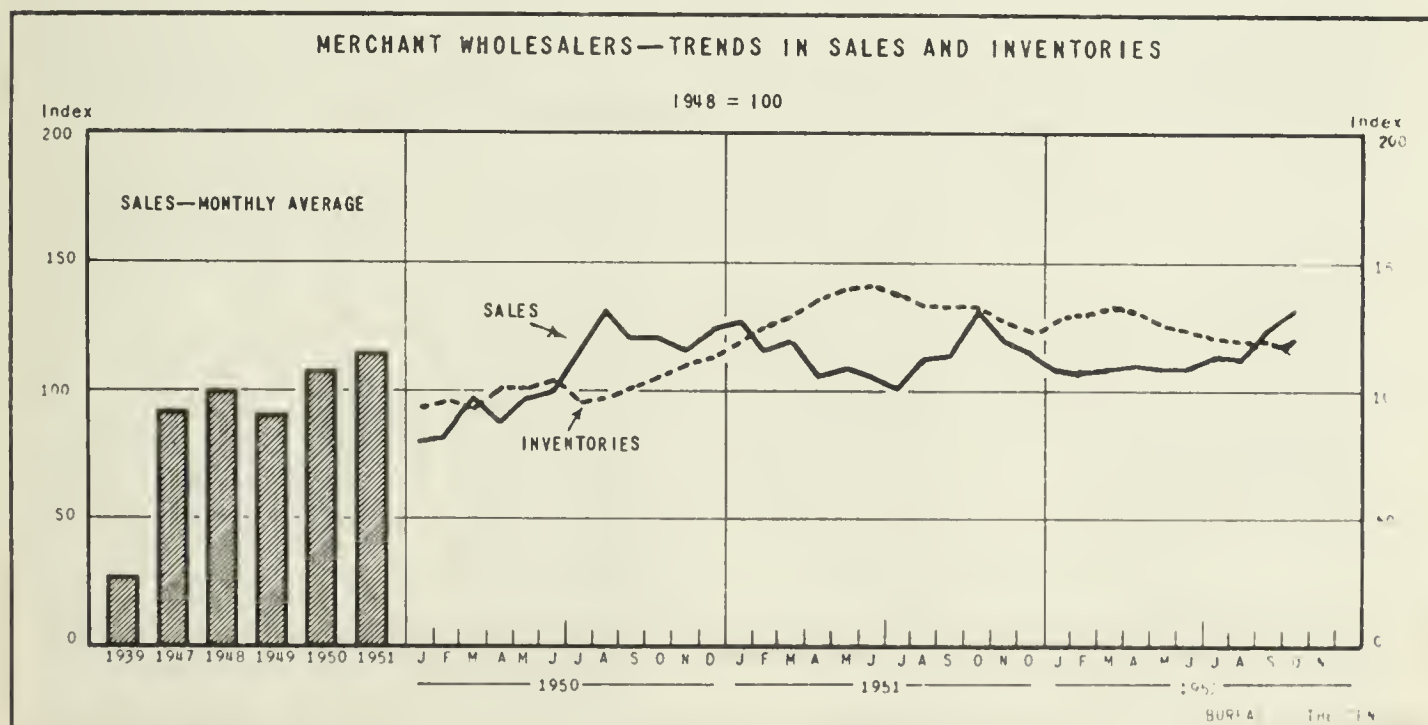
All geographic divisions indicated sales 4 to 13 percent higher than a month earlier, the principal increase being noted in the Middle Atlantic Division. Compared with a year ago, however, the Middle Atlantic Division reported the only decrease, 2 percent. While the Pacific indicated no change from sales a year ago, all other divisions showed increases ranging from 1 percent in New England to 8 percent in the West South Central and Mountain Divisions. However, only three divisions--the South Atlantic, East South Central, and West South Central--reflected gains in cumulative sales for the first ten months of 1952 as compared with the same period of last year.

Of the 37 kinds of business covered in this report, 28 reflected gains over September sales with wines and spirits, up 20 percent, indicating the most substantial increase. Grocery retailer-cooperatives remained at practically the same level as a month earlier, while shoes and other footwear, down 14 percent, accounted for the sharpest decline. Compared with a year ago, clothing and furnishings showed the largest increase (35%) among the 27 trades indicating gains. Coal reported the sharpest decrease (18%) below October 1951 sales. Cumulative sales thus far in 1952 were behind the comparable ten-month period of last year in most trades, particularly durable goods wholesalers. Of the durable goods trades, only metals and automotive supplies, up 1 and 2 percent, respectively, showed increased dollar sales.

INVENTORIES

Wholesalers' inventories (valued at cost) as of October 31 increased 2 percent above stocks on hand September 30, but were down 8 percent below the October 31, 1951, stock level. Based on the reports of 3,327 wholesale establishments submitting inventories in conjunction with sales, the October stock-sales ratio of 138 was 7 points lower than that reported for September and 14 points below a year ago.

While the New England and West North Central Divisions showed practically no change from inventory levels of a month earlier, all other divisions indicated stocks up 1 to 3 percent. All divisions, however, reported inventories 4 to 12 percent below a year ago, with the Middle Atlantic and Pacific Divisions sharing the sharpest decline.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

OCTOBER 1952

[Data are shown by geographic division, where possible without disclosure of individual operations]

[Data are shown by geographic division, where possible without disclosure of individual operations.]												
Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹		
	Percent change			October 1952 panel		Percent change		October 1952 panel		Oct. 1952	Oct. 1951	Sept. 1952
	Oct. 1952 from--		10 mo. 1952 from 10 mo. 1951 ²	Number of estab- lishments report- ing	Reported dollar values (add 000)	Oct. 1952 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)			
	Oct. 1951	Sept. 1952				Oct. 1951	Sept. 1952					
United States, total ³	+2	+7	-1	4,271	\$950,926	-8	+2	3,327	\$1,070,450	138	152	145
New England.....	+1	+10	-1	257	42,892	-11	0	181	42,026	132	150	147
Middle Atlantic.....	-2	+13	-4	776	183,624	-12	+1	577	161,804	114	125	128
East North Central.....	+2	+9	-1	839	176,093	-9	+1	679	175,152	116	130	125
West North Central.....	+6	+4	-1	486	119,865	-7	0	402	155,908	151	173	157
South Atlantic.....	+2	+6	+2	532	106,492	-6	+1	427	119,842	134	144	141
East South Central.....	+5	+7	+2	213	42,132	-8	+2	160	45,678	130	147	137
West South Central.....	+8	+4	+3	398	86,567	-4	+2	312	106,486	154	169	160
Mountain.....	+8	+6	-1	179	31,723	-7	+1	147	37,381	139	160	142
Pacific.....	0	+7	0	540	126,720	-12	+3	392	140,481	148	166	154
Automotive supplies.....	+11	+8	+2	325	24,659	-4	0	213	19,065	192	226	224
New England.....	+12	-6	+6	12	747	-17	-6	7	392	160	207	209
Middle Atlantic.....	+15	+25	-5	49	1,591	-8	-4	45	2,438	178	224	230
East North Central.....	+17	+18	+3	70	5,399	-4	+2	60	6,610	175	227	212
West North Central.....	+14	+7	+5	50	5,563	-1	0	28	2,947	183	206	219
South Atlantic.....	+5	-2	+5	21	3,679	-3	-2	12	1,028	221	241	256
East South Central.....	+13	-1	+4	16	2,177	-6	-5	11	925	211	219	231
West South Central.....	+13	+38	-1	27	1,478	+2	+3	17	1,366	242	241	217
Mountain.....	-4	-1	-4	77	3,191	-2	0	30	3,327	236	242	242
Pacific.....	-4	-1	-4	77	3,191	-2	0	30	3,327	236	242	242
Electrical group, total.....	-1	+9	-6	699	173,453	-26	0	628	196,050	121	162	132
Full-line wholesalers.....	-4	+8	-6	444	131,157	-28	0	434	163,032	126	170	136
New England.....	-1	+10	-8	34	7,982	-30	-3	34	11,057	138	195	157
Middle Atlantic.....	-12	+6	-10	65	20,181	-34	-1	62	25,950	131	175	140
East North Central.....	-8	+8	-8	86	30,130	-29	0	84	33,132	112	148	121
West North Central.....	-5	+7	-12	43	10,535	-33	0	43	14,329	136	191	146
South Atlantic.....	+7	+7	+2	64	18,770	-19	+1	62	24,605	135	178	144
East South Central.....	+1	+14	+7	29	6,474	-27	-2	27	7,106	113	158	132
West South Central.....	+4	+5	+4	48	11,456	-25	-2	48	17,093	149	212	160
Mountain.....	-	+6	-8	21	4,752	-30	-5	21	5,437	114	163	127
Pacific.....	-3	+12	-11	54	20,877	-27	+6	53	24,373	117	156	124
Wiring supplies, construction materials distributors.....	+1	+11	-2	137	12,788	+6	+4	100	12,580	129	125	140
New England.....	+7	+12	+2	14	864	-5	+9	5	384	159	191	160
Middle Atlantic.....	+10	+20	-2	32	1,733	+11	+3	24	2,223	144	144	169
East North Central.....	+2	+14	-2	31	3,745	+16	+2	25	3,877	137	121	153
West North Central.....	0	+1	-6	6	878	-1	+5	4	646	165	156	155
South Atlantic.....	+2	+15	-4	20	2,434	-11	+8	17	1,876	85	98	93
East South Central.....	-6	+1	+7	14	1,633	+16	+3	10	1,928	140	128	139
West South Central.....	-9	-10	+5	5	411	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	-6	+10	-8	15	990	-6	+2	13	1,322	143	143	154
Pacific.....	-6	+10	-8	15	990	-6	+2	13	1,322	143	143	154
Appliances and specialties wholesalers.....	+8	+10	-8	118	29,508	-24	-4	94	20,388	89	129	103
New England.....	+13	+14	-10	14	2,663	+11	+5	11	1,557	69	71	75
Middle Atlantic.....	-1	+16	-20	27	10,669	-45	-13	19	4,446	77	135	106
East North Central.....	+3	+9	-14	18	4,164	-25	-7	13	2,797	80	113	92
West North Central.....	+1	+12	-8	12	1,345	-31	+2	10	1,951	152	222	166
South Atlantic.....	+12	+3	+11	15	4,150	-3	0	14	3,508	97	112	98
East South Central.....	+14	+6	+10	12	1,901	-27	-8	10	2,109	114	176	131
West South Central.....	+57	+6	+13	8	2,124	+4	+6	8	1,937	91	138	91
Mountain.....	+21	+5	+1	12	2,492	-12	-7	9	2,083	90	123	100
Pacific.....	+21	+5	+1	12	2,492	-12	-7	9	2,083	90	123	100
Furniture and home furnishings.....	+11	+13	-3	61	13,356	-16	-2	50	14,656	128	170	150
Middle Atlantic.....	+8	+12	0	15	3,176	-21	-6	11	3,158	134	182	158
East North Central.....	+19	+13	-1	10	2,732	-6	-3	8	3,311	144	180	163
West North Central.....	+11	+29	-15	9	1,448	-34	-1	9	2,152	149	251	194
South Atlantic.....	+1	+33	-6	4	499	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East South Central.....	+13	0	+6	8	1,380	-15	-3	8	1,669	121	161	124
West South Central.....	-4	-12	+1	4	514	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	+10	+23	-6	8	2,589	-2	+4	6	1,831	79	88	97
Pacific.....	+10	+23	-6	8	2,589	-2	+4	6	1,831	79	88	97
Hardware.....	+4	+9	-7	168	76,843	-8	-1	141	121,708	185	207	202
Middle Atlantic.....	+2	+17	-5	38	11,999	+7	-1	31	16,323	155	149	183
East North Central.....	+4	+10	-9	24	14,629	-13	-6	23	22,404	159	187	185
West North Central.....	0	+4	-12	19	13,829	-7	-2	18	24,676	213	226	223
South Atlantic.....	+3	+6	-3	28	6,748	-10	+1	24	10,961	183	210	192
East South Central.....	+7	+9	-2	15	5,381	-12	+2	13	8,789	181	222	194
West South Central.....	+7	+8	-3	15	5,942	-7	0	9	7,650	209	238	217
Mountain.....	+16	+10	-7	7	2,689	-13	-1	4	2,333	243	276	218
Pacific.....	+7	+8	-7	19	15,153	-9	0	16	27,654	202	237	217
Industrial supplies.....	+8	+4	-4	79	10,581	0	-2	57	14,674	182	199	193
New England.....	-3	+13	-6	7	432	+3	+1	6	1,094	315	300	360
Middle Atlantic.....	-11	+7	-4	19	1,718	-3	-2	12	1,608	144	135	154
East North Central.....	-2	+13	-10	6	888	-7	+1	6	1,309	147	156	163
West North Central.....	+13	+17	-11	5	724	-20	-5	4	742	164	208	190
South Atlantic.....	-15	-3	-10	9	764	+1	+1	8	1,535	205	174	197
East South Central.....	+29	+3	+3	25	5,025	+5	-5	15	6,582	179	238	197
West South Central.....	-6	-5	-10	8	1,030	+4	+5	6	1,804	214	192	189
Pacific.....	-6	-5	-10	8	1,030	+4	+5	6	1,804	214	192	189
Jewelry.....	+7	+16	-6	131	9,346	-8	+1	71	13,442	200	227	224
New England.....	+12	+30	-5	8	665	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+24	+26	-3	41	2,857	+6	+1	16	3,091	170	198	214
East North Central.....	+3	+6	-9	34	2,241	-4	+3	22	3,935	202	219	207
West North Central.....	-1	+16	-12	14	1,086	-14	-2	11	1,975	207	241	244
South Atlantic.....	-11	+8	-7	5	547	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East South Central.....	+19	+24	+4	4	185	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	-3	+11	-4	22	1,748	-14	+5	14	3,188	248	269	254
Mountain.....	-3	+11	-4	22	1,748	-14	+5	14	3,188	248	269	254
Pacific.....	-3	+11	-4	22	1,748	-14	+5	14	3,188	248	269	254

See footnotes at end of table.

OCTOBER 1952

[Data are shown by geographic division, where possible without disclosure of individual operations]

Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹		
	Percent change		10 mo. 1952 from 10 mo. 1951 ²	Number of estab- lishments report- ing	Reported dollar value (add 000)	Percent change		October 1952 panel		Oct. 1952	Oct. 1951	Sept. 1952
	Oct. 1952 from--					Oct. 1952 from--		Number of estab- lishments report- ing	Reported dollar value (add 000)			
	Oct. 1951	Sept. 1952				Oct. 1951	Sept. 1952					
Lumber and building materials.....	+8	+6	-6	78	\$16,282	-13	+3	55	\$12,066	102	128	106
Middle Atlantic.....	+1	+10	-7	17	4,249	+10	-7	8	1,122	38	35	47
East North Central.....	-6	+4	-3	10	1,162	-10	-4	8	920	103	108	110
West North Central.....	+24	+9	-9	7	885	+24	+12	4	412	78	79	71
South Atlantic.....	+5	+6	-8	11	2,060	+6	+1	9	1,585	159	161	163
South Central.....	+7	+6	-8	5	1,036	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	+10	+5	-4	7	2,850	-20	+18	6	3,091	121	165	109
Pacific.....	+25	+9	-2	7	1,734	-10	-6	6	1,738	110	177	128
Machinery equipment, supplies (except electrical).....	+14	+7	-9	49	8,538	+3	-1	36	16,407	223	183	247
New England.....	-11	+7	-15	5	464	-9	-3	4	1,038	301	291	344
Middle Atlantic.....	-8	+5	-13	6	1,281	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	+12	+14	+22	12	1,722	0	-1	9	1,930	149	166	176
South Atlantic.....	-1	+2	-5	8	847	-3	-1	6	2,094	277	275	276
South Central.....	-39	+43	-33	6	1,796	+7	-3	5	6,211	351	197	528
Pacific.....	-20	-12	+6	8	1,089	+9	+2	6	2,099	278	218	258
Metals.....	+1	+9	+1	42	15,738	+30	+1	37	19,900	132	102	140
Paints and varnishes.....	+4	+10	-8	49	7,366	-2	-2	45	16,962	235	249	264
Plumbing and heating supplies.....	-1	+11	-9	140	22,755	-5	-2	116	29,289	145	151	165
New England.....	+4	+8	-6	6	412	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+7	+21	-11	33	3,452	-9	-5	25	3,921	131	154	168
East North Central.....	+5	+10	-8	16	1,993	-14	+2	13	2,889	178	209	189
West North Central.....	+3	+12	-15	15	2,200	-9	-1	13	3,111	150	169	169
South Atlantic.....	-4	+12	-6	42	10,122	-2	-4	42	13,480	133	132	156
East South Central.....	+1	+6	-4	11	2,476	-1	+6	9	3,100	145	141	142
Mountain.....	-10	-9	-18	4	267	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-18	-2	-17	5	1,079	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Refrigeration equipment, parts (commercial).....	-3	-2	-3	72	1,986	-7	-3	62	4,075	247	266	249
Middle Atlantic.....	-15	0	-6	13	520	-24	-11	11	837	210	235	231
East North Central.....	-2	+11	-5	19	230	-4	+3	14	501	309	391	369
South Atlantic.....	+4	-6	+2	19	568	+5	-2	19	1,349	238	235	227
South Central.....	+3	+15	+17	4	161	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-13	-19	-8	9	208	-16	0	8	556	348	389	296
Surgical, medical, equipment, supplies.....	-6	+2	-4	38	5,325	-2	-5	31	6,133	129	122	137
Middle Atlantic.....	+4	+13	+2	7	1,015	+27	+5	5	883	104	86	111
East North Central.....	-16	-9	-7	11	2,109	-7	-11	8	2,273	124	109	124
South Atlantic.....	+2	+10	-7	7	813	-5	+2	6	1,006	127	136	137
South Central.....	+20	+19	+5	5	749	+3	+4	4	744	116	132	135
Beer.....	+8	-6	+8	37	1,901	+2	-4	33	820	47	50	46
Middle Atlantic.....	+4	-12	+9	8	406	-14	-27	7	73	18	22	22
East North Central.....	+10	-4	+11	11	575	+6	-8	11	256	45	46	46
West North Central.....	+14	-14	+18	5	136	-15	+10	4	53	79	109	65
South Atlantic.....	+3	-6	+1	5	398	+33	+10	4	216	62	48	53
Pacific.....	+14	0	+4	5	342	-12	-3	4	193	66	86	67
Chemicals, industrial.....	+1	+16	-13	16	3,165	-10	+1	11	1,538	58	65	68
Clothing and furnishings (except shoes).....	+35	+6	-1	17	3,271	+26	+19	12	3,456	122	131	114
Coal.....	-18	-12	-12	20	3,962	-3	-5	18	6,138	159	134	149
Confectionery.....	+11	+10	+7	38	1,505	+4	+8	20	799	100	112	102
Middle Atlantic.....	+2	+8	+4	7	332	+4	+6	4	201	114	118	110
East North Central.....	+11	+15	+2	4	127	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	+8	+4	0	10	250	-12	+3	6	153	88	113	90
East South Central.....	+16	+12	+7	8	305	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Dairy and poultry products.....	+14	+17	+1	20	4,892	+6	+7	14	1,858	46	47	47
Drugs and sundries (liquor excluded).....	+6	+6	+6	212	72,114	+3	+3	168	103,446	176	183	181
New England.....	+5	+4	+5	14	3,337	+3	+3	11	4,290	166	170	167
Middle Atlantic.....	+2	+6	+3	28	11,875	+1	+3	20	12,041	161	164	166
East North Central.....	+7	+7	+5	28	11,899	-1	+3	21	13,726	149	161	157
West North Central.....	+3	+2	+5	20	7,327	+1	+2	17	10,574	169	172	170
South Atlantic.....	+8	+3	+7	31	8,129	+3	+2	23	11,437	188	196	187
East South Central.....	+8	+5	+3	17	4,177	0	0	13	6,144	178	193	187
West South Central.....	+8	+4	+6	34	9,839	+9	+4	28	18,255	218	216	219
Mountain.....	+10	+10	+7	14	3,714	+6	0	11	6,742	191	198	211
Pacific.....	+9	+9	+8	26	11,817	+1	+6	24	20,237	172	185	178
Dry goods.....	+17	-1	-3	168	52,518	-8	-1	139	67,063	150	189	148
New England.....	+24	+16	-5	6	918	-3	+7	6	927	101	129	109
Middle Atlantic.....	+12	+8	-13	47	8,678	-21	-3	37	9,022	150	204	163
East North Central.....	+22	-2	+1	15	5,860	-2	+3	15	5,992	102	127	98
West North Central.....	+20	-4	-4	18	17,748	+1	+3	17	31,665	179	213	167
South Atlantic.....	+11	-2	-1	22	6,190	-2	-8	16	6,777	123	140	131
East South Central.....	+8	-3	-3	14	2,538	-8	-12	9	2,763	144	168	156
West South Central.....	+19	-9	+1	19	3,645	-11	-4	19	4,854	133	178	126
Mountain.....	+7	-4	-5	6	642	-5	+1	5	1,345	233	265	219
Pacific.....	+15	+7	+4	21	6,299	-41	0	15	3,718	145	267	151
Farm supplies.....	-6	-1	+1	19	3,060	+2	+6	10	1,098	64	57	58
Fresh fruits and vegetables.....	+4	+2	+7	66	5,444	+9	+44	39	929	31	30	24
New England.....	0	+1	+8	7	377	+7	+9	5	63	35	36	36
Middle Atlantic.....	-7	+9	+10	17	1,237	+6	+124	10	56	10	7	6
East North Central.....	+19	-6	+10	15	1,758	+17	+18	7	173	36	36	37
West North Central.....	+1	+2	+5	7	698	+20	+52	7	292	42	35	28
South Atlantic.....	+3	+13	+1	6	320	+40	+37	4	70	27	19	22
East South Central.....	+13	+6	0	6	344	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+8	-4	+3	5	475	(x)	(x)	(x)	(x)	(x)	(x)	(x)

See footnotes at end of table.

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WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

OCTOBER 1952

[Data are shown by geographic division, where possible without disclosure of individual operations]

[Data are shown by geographic division, where possible without disclosure of individual company figures]												
Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹		
	Percent change		October 1952 panel			Percent change, Oct. 1952 from--		October 1952 panel		Oct. 1952	Oct. 1951	Sept. 1952
	Oct. 1952 from--		10 mo. 1952 from 10 mo. 1951 ²	Number of estab- lishments report- ing	Reported dollar values (add 000)	Oct. 1952 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)			
	Oct. 1951	Sept. 1952				Oct. 1951	Sept. 1952					
Groceries, total.....	+8	+6	+7	883	\$169,222	+3	+4	711	\$155,840	120	126	123
Nonaffiliated full-line wholesalers ⁴	+6	+5	+5	557	69,363	0	+4	469	70,730	122	129	123
New England.....	+7	+7	+2	8	1,872	-7	+4	6	2,459	145	169	151
Middle Atlantic.....	+14	+13	+11	20	2,650	+10	+2	14	3,359	125	132	139
East North Central.....	+1	+4	+5	136	12,828	-7	+7	127	13,521	121	130	118
West North Central.....	+11	+8	+4	57	7,736	+3	0	43	7,514	124	132	135
South Atlantic.....	+1	+2	+4	63	8,995	+4	+6	41	9,570	129	124	121
East South Central.....	+2	+5	+1	40	5,326	+3	+15	31	5,257	124	123	113
West South Central.....	+6	+2	+6	111	16,156	+1	+5	88	15,755	123	132	118
Mountain.....	+13	+2	+7	26	3,196	+4	+2	25	3,935	128	139	127
Pacific.....	+10	+9	+7	96	9,624	-1	-3	94	9,850	108	120	123
Voluntary-group wholesalers.....	+11	+7	+9	200	68,932	+6	+3	153	59,756	120	127	124
New England.....	+8	-7	+13	10	4,135	+16	+7	8	2,402	108	112	117
Middle Atlantic.....	+8	+15	+4	38	16,249	+9	+8	27	11,443	124	117	130
East North Central.....	+10	+6	+12	47	13,529	+9	+7	32	9,541	111	114	108
West North Central.....	+17	+5	+11	68	20,455	+6	-1	68	25,392	124	137	132
South Atlantic.....	+2	+10	+3	11	2,917	+4	0	6	1,973	114	110	123
Pacific.....	+10	+5	+13	18	6,677	+1	+3	4	2,754	106	115	107
Retailer-cooperative warehouses.....	+11	0	+11	21	11,627	-2	-3	15	5,868	92	102	103
Specialty lines wholesalers.....	+4	+12	+5	105	19,300	+7	+10	74	19,486	127	121	129
New England.....	-9	-13	0	5	211	+11	-3	4	114	56	47	50
Middle Atlantic.....	+5	+18	+5	26	5,200	0	-3	17	3,877	85	90	105
East North Central.....	+21	+4	+6	11	1,179	+8	+2	6	314	65	67	72
South Atlantic.....	+12	+15	+3	18	2,230	-11	+6	12	2,053	101	129	112
East South Central.....	+5	+9	+7	6	757	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	+4	+2	0	5	407	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	+32	+6	+23	4	968	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-3	+11	+4	27	8,074	+14	+18	23	11,541	155	153	170
Leather and shoe findings.....	+3	-5	-4	25	619	0	-1	14	1,114	310	306	309
Middle Atlantic.....	-6	-8	0	3	34	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	+4	+2	-3	3	109	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central.....	-7	+6	-7	4	66	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+2	-12	-6	7	326	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products.....	+13	+11	-3	40	25,924	-16	-7	36	7,088	31	42	38
Middle Atlantic.....	+2	+9	-5	11	4,550	-6	-6	11	2,046	45	49	52
East North Central.....	+40	+22	+2	12	11,398	-15	-12	11	2,888	27	45	37
Pacific.....	-9	-2	-1	5	4,855	-46	-7	4	656	25	37	28
Paper and its products.....	-3	+6	-10	63	11,087	+3	0	42	9,687	123	113	130
New England.....	+6	+10	-7	5	343	+13	+2	4	410	205	203	215
Middle Atlantic.....	-10	+6	-12	17	3,058	-8	-9	10	1,492	85	77	94
East North Central.....	0	+15	-10	19	4,223	+3	-1	15	3,598	99	93	114
South Atlantic.....	-9	+9	-12	7	843	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	+6	+1	-4	5	606	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+4	-14	-5	7	1,663	+6	-	6	2,602	196	185	156
Petroleum.....	+3	+8	+4	28	5,822	-4	-16	28	5,494	94	101	122
Shoes and other footwear.....	+3	-14	+1	33	28,660	-4	+16	29	70,763	251	270	186
Tobacco products.....	0	+4	+5	290	47,328	+2	+4	175	13,934	63	61	62
New England.....	+2	+4	+6	36	3,541	+1	+8	14	723	53	55	52
Middle Atlantic.....	-1	+7	+3	56	15,696	+3	+3	37	8,887	72	67	74
East North Central.....	-1	+5	+5	71	9,586	-7	+6	41	2,967	56	59	55
West North Central.....	+1	+1	+4	41	6,080	-1	+8	30	2,735	62	63	56
South Atlantic.....	+6	0	+8	26	5,738	+16	+2	20	2,655	57	51	55
East South Central.....	+6	-1	+12	14	1,917	-1	-1	9	720	45	49	45
West South Central.....	0	+4	+7	23	2,089	-3	0	9	551	55	56	61
Mountain.....	+2	+7	+4	10	656	+12	-6	9	376	59	54	67
Pacific.....	-15	+4	-2	13	2,025	+4	+7	6	320	65	59	60
Wines and spirits ⁵	-11	+20	+1	266	108,096	-10	+5	213	110,990	133	126	154
New England.....	-13	+29	-1	24	7,670	-10	+5	17	6,970	143	132	162
Middle Atlantic.....	-15	+30	-4	41	29,681	-17	+7	38	29,178	116	118	142
East North Central.....	-13	+26	-3	37	14,267	+4	+8	29	16,759	129	108	152
West North Central.....	-15	+12	0	26	7,214	-7	0	22	9,207	181	161	193
South Atlantic.....	-15	+23	+6	40	13,577	-3	+5	36	12,262	130	117	152
East South Central.....	-1	+18	+5	14	3,660	+17	+7	11	5,009	178	145	191
West South Central.....	+18	+6	+11	35	15,760	-2	+8	30	13,068	120	120	133
Mountain.....	-7	+21	+2	11	1,951	-6	-11	9	1,628	103	109	141
Pacific.....	-18	+13	+7	38	14,316	-28	+2	21	12,909	172	165	174
Miscellaneous.....	+4	-4	0	43	7,758	+12	+6	30	8,257	156	145	141

x Insufficient data to show separately.
¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the mark-up of sales, which varies from trade to trade.
² Includes reports received too late for inclusion in previous monthly trends.
³ The United States total and totals for some trades include a number of establishments not assigned to a geographic division.
⁴ Not affiliated with voluntary or cooperative groups.
⁵ Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.
 Note: Percentage changes are computed on an unweighted basis by summarizing all reports received in time for tabulation. Since coverage varies by kind of business and geographic division depending upon participation of wholesalers in the reporting service, data shown may not necessarily represent trends of all wholesalers. They do reflect, however, the experience of those wholesalers submitting data in each of the periods for which comparisons are made.

States comprising geographic divisions

New England (Conn., Maine, Mass., N.H., R.I., Vt.)
 Middle Atlantic (N.J., N.Y., Pa.)
 East North Central (Ill., Ind., Mich., Ohio, Wis.)
 West North Central (Iowa, Kans., Minn., Mo., Nebr., N.Dak., S.Dak.)
 South Atlantic (Del., Fla., Ga., Md., N.C., S.C., Va., W.Va.)
 East South Central (Ala., Ky., Miss., Tenn.)
 West South Central (Ark., La., Okla., Texas)
 South Central - East South Central and West South Central combined.
 Mountain (Ariz., Colo., Idaho, Mont., Nev., N.Mex., Utah, Wyo.)
 Pacific (Calif., Oreg., Wash.)

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m 33 MONTHLY

Ref

U. S. DEPARTMENT OF COMMERCE
Charles Sawyer, Secretary
THE BUREAU OF THE CENSUS
Roy V. Peel, Director

WHOLESALE TRADE

REPORT

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JAN 13 1953

UNIVERSITY OF ILLINOIS

NOVEMBER 1952

FOR RELEASE
DECEMBER 7, 1953

SALES AND INVENTORIES

Sales and inventory trends presented in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 4,304 wholesale establishments in various lines of business.

SALES

November dollar sales of merchant wholesalers dropped 12 percent below the level of the previous month and were 2 percent under the November 1951 sales volume. Cumulative sales for the first 11 months of 1952 were slightly (1%) below the corresponding period of 1951.

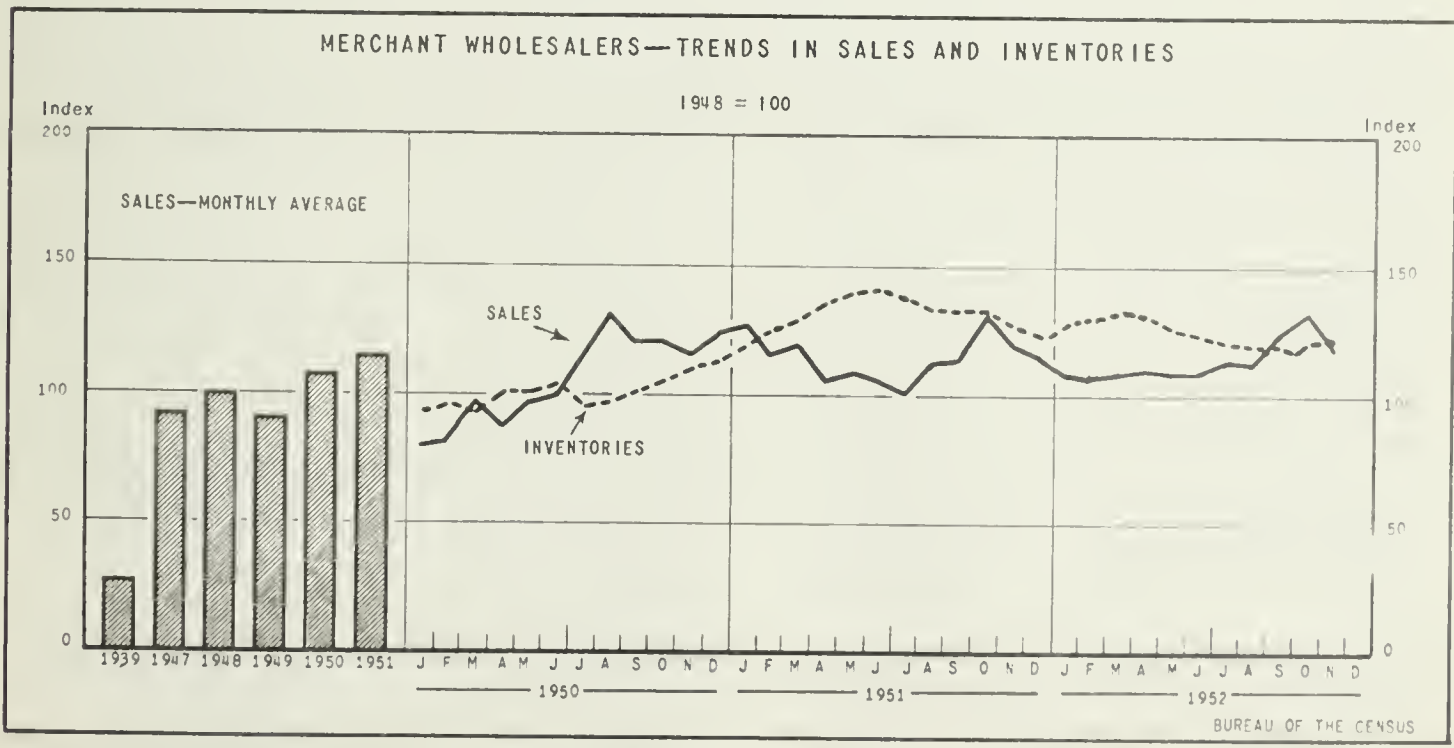
All geographic divisions experienced declines from the October sales levels, varying from 9 to 17 percent. The East South Central Division indicated the heaviest drop below the previous month as well as the sharpest decline from a year earlier. Gains over November 1951, however, were reported by two divisions, the Mountain and Pacific, up 5 and 1 percent, respectively. All other divisions indicated decreases of 1 to 7 percent. Cumulative sales for the first 11 months of 1952 were above the comparable period of 1951 in three divisions--the West South Central, the East South Central, and the South Atlantic. While the Mountain and Pacific Divisions indicated sales at about the same level as the comparable 11-month period of 1951, the remaining four divisions experienced small declines.

All but one of the 37 kinds of business covered by this report experienced declines in November sales of 2 to 28 percent below October. The coal trade indicated a gain of 4 percent over the previous month's sales, while dry goods and clothing and furnishings, down 27 and 28 percent, respectively, reflected the most substantial decreases. Compared with November 1951, 10 trades reported gains, 24 trades reflected declines, and 3 kinds of business--jewelry, grocery retailer-cooperatives, and shoes and other footwear--indicated practically no change in sales levels. Cumulative sales thus far in 1952 were above the comparable period of 1951 in 14 trades. Twenty-one trades, however, indicated decreases.

INVENTORIES

Inventories (valued at cost) of merchant wholesalers on November 30, 1952, were slightly (1%) above the level of stocks on hand a month earlier, but were 5 percent under the stock level of November 30, 1951. Based on the reports of 3,341 wholesale establishments submitting inventories in conjunction with sales, the November stock-sales ratio of 158 percent was 21 points above the October ratio, but 3 points below a year ago.

The only division reporting stocks below the level of the previous month was the West North Central, down 2 percent. All other divisions showed inventory gains ranging from 1 to 5 percent. The West South Central Division, which indicated the largest increase in stocks over the previous month, showed, however, practically no change from the level of a year ago. The Mountain Division reflected a 2 percent increase over the November 1951 level, but all other divisions reported declines varying from 2 percent in the East South Central Division to a drop of 8 percent in the Middle Atlantic Division.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

NOVEMBER 1952

[Data are shown by geographic division, where possible without disclosure of individual operations]

[Data are shown by geographic division, where possible without disclosure of individual operations.]												
Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (Percent)		
	Percent change		November 1952 panel			Percent change		November 1952 panel		Nov. 1952	Nov. 1951	Oct. 1952
	Nov. 1952 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)	Nov. 1952 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)				
	Nov. 1951	Oct. 1952			Nov. 1951	Oct. 1952						
United States, total ³	-2	-12	-1	4,304	\$838,564	-5	+1	3,341	\$1,094,190	158	161	137
New England.....	-3	-9	-1	260	38,398	-4	+3	179	41,868	146	142	129
Middle Atlantic.....	-1	-13	-4	783	168,675	-8	+4	582	173,815	132	141	111
East North Central.....	-6	-14	-2	836	151,128	-5	+3	682	182,742	140	137	117
West North Central.....	-2	-16	-1	519	102,984	-3	-2	404	154,284	176	179	150
South Atlantic.....	-4	-12	+1	538	91,591	-3	+1	428	117,556	154	153	134
East South Central.....	-7	-17	+2	210	34,064	-2	+4	162	46,878	165	154	132
West South Central.....	-2	-9	+3	402	75,775	0	+5	319	113,504	175	173	154
Mountain.....	+5	-12	0	175	28,659	+2	+1	144	39,371	157	162	138
Pacific.....	+1	-9	0	531	116,308	-6	+1	391	146,576	163	172	147
Automotive supplies.....	-2	-21	+2	376	20,814	-1	+2	217	20,249	247	223	196
New England.....	-1	-30	+5	21	690	-10	+3	8	445	239	201	157
Middle Atlantic.....	-17	-24	-7	50	1,261	-8	+6	46	2,586	245	213	169
East North Central.....	-3	-22	+2	77	4,539	+4	+2	60	7,115	217	201	176
West North Central.....	+1	-25	+5	81	4,892	0	+2	26	2,549	275	226	199
South Atlantic.....	0	-21	+5	24	3,031	+2	+2	18	1,762	285	226	229
West South Central.....	-6	-29	+3	14	1,516	-15	+9	9	846	295	216	208
Mountain.....	+19	-11	+1	27	1,311	+4	+1	17	1,383	271	284	242
Pacific.....	-3	-7	-4	79	3,035	-4	0	32	3,532	269	269	242
Electrical group, total.....	-10	-9	-6	704	160,259	-17	+4	635	208,250	139	150	121
Full-line wholesalers.....	-14	-9	-7	441	118,870	-19	+5	435	169,889	144	154	126
New England.....	-21	-13	-10	34	6,954	-23	+2	34	11,098	160	164	136
Middle Atlantic.....	-16	-6	-11	64	18,905	-29	0	63	25,964	139	164	131
East North Central.....	-14	-7	-8	85	27,562	-20	+3	84	34,209	125	134	112
West North Central.....	-18	-10	-12	43	9,467	-22	+4	43	14,877	157	165	136
South Atlantic.....	-7	-14	+1	63	15,965	-14	+2	61	24,788	160	175	135
East South Central.....	-9	-14	+5	29	5,580	-8	+13	28	8,156	150	147	113
West South Central.....	-9	-7	+3	48	10,699	-12	+10	48	18,880	176	184	149
Mountain.....	-8	-11	-8	21	4,214	-22	+6	21	5,748	136	160	114
Pacific.....	-15	-6	-11	54	19,524	-12	+9	53	26,169	135	131	116
Wiring supplies, construction materials distributors.....	+1	-10	-2	134	11,719	+5	0	95	12,590	144	144	128
New England.....	-7	-7	+1	14	807	-13	-4	5	370	182	170	158
Middle Atlantic.....	-3	-14	-2	32	1,409	+6	-2	23	1,994	170	156	149
East North Central.....	0	-8	-2	29	3,774	+13	+2	23	4,257	146	137	132
West North Central.....	-3	-13	-6	8	1,067	+20	-2	6	1,264	196	157	174
South Atlantic.....	+1	-17	-3	18	1,914	-13	-2	14	1,540	91	119	76
South Central.....	-4	-9	+6	12	1,263	+2	+1	8	1,459	153	156	135
Mountain.....	+30	+11	+7	5	456	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+7	-2	-7	16	1,029	+1	+6	13	1,395	153	161	143
Appliances and specialties wholesalers.....	+2	-9	-7	129	29,670	-12	+6	105	25,771	113	129	95
New England.....	-1	-15	-9	15	2,736	+32	+21	12	2,291	99	74	67
Middle Atlantic.....	-6	-7	-19	25	10,653	-28	+5	18	6,570	116	132	94
East North Central.....	+8	-9	-12	21	4,104	-13	+8	16	3,509	100	126	84
West North Central.....	+6	-8	-7	15	2,535	-16	+4	12	3,299	151	178	127
South Atlantic.....	+4	-17	+10	20	3,841	0	+1	19	3,915	110	115	94
South Central.....	+13	-6	+11	15	1,845	-18	+5	13	2,431	136	186	121
Mountain.....	+62	+3	+17	6	1,601	+16	+2	6	1,524	95	133	96
Pacific.....	+2	-6	+1	12	2,355	-6	+7	9	2,232	102	110	90
Furniture and house furnishings.....	+2	-16	-3	68	11,610	0	+4	49	15,251	166	168	131
Middle Atlantic.....	-4	-19	-1	16	2,622	-9	-4	12	3,369	181	192	145
East North Central.....	+13	-15	0	10	2,316	+9	+6	8	3,517	180	186	144
West North Central.....	-11	-21	-15	9	1,141	-17	+8	9	2,315	203	219	149
South Atlantic.....	-2	-14	-5	11	975	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	+12	-8	+6	8	1,271	-1	+6	8	1,770	139	157	121
Mountain.....	+11	+10	+2	5	653	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-2	-24	-6	7	1,962	+32	+7	5	1,891	110	80	77
Hardware.....	-5	-18	-7	174	62,988	-3	0	147	122,608	226	220	185
New England.....	-14	-20	-7	4	498	-10	+8	4	1,142	229	218	170
Middle Atlantic.....	-8	-21	-6	39	9,482	+16	+5	32	16,971	207	164	154
East North Central.....	-4	-19	-8	25	12,220	-8	-2	24	22,636	192	201	158
West North Central.....	-9	-19	-12	19	11,154	-5	-4	18	23,642	250	236	213
South Atlantic.....	-12	-23	-4	29	5,074	-9	+1	25	11,257	243	237	184
East South Central.....	-6	-19	-2	16	4,408	-9	+4	14	9,337	236	246	184
West South Central.....	-1	-12	-3	15	5,219	+1	0	9	7,686	232	236	209
Mountain.....	-2	-24	-7	8	2,153	-6	+1	5	2,798	301	284	249
Pacific.....	0	-14	-6	19	12,780	-2	0	16	27,139	236	244	202
Industrial supplies.....	-5	-7	-4	81	9,764	-4	-4	60	14,864	192	191	190
New England.....	-4	-12	-6	7	381	-7	-6	6	1,023	356	349	315
Middle Atlantic.....	-14	-8	-5	21	1,720	-6	-1	14	2,064	176	171	165
East North Central.....	-17	-22	-10	6	694	-7	0	6	1,308	188	167	147
West North Central.....	-14	-6	-11	5	454	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	-13	-14	-10	10	726	-15	-16	9	1,521	212	217	219
South Central.....	+2	-7	+3	24	4,595	-1	-4	15	6,324	178	182	179
Pacific.....	0	+10	-9	8	1,194	+2	-3	7	2,191	191	188	218
Jewelry.....	0	-3	-5	141	10,097	-5	-5	84	14,591	195	198	198
New England.....	-5	-5	-5	8	629	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+6	-9	-2	43	3,150	+1	-6	18	3,579	197	185	184
East North Central.....	-2	-4	-8	41	2,488	-1	-5	28	4,116	188	186	188
West North Central.....	-1	-1	-11	15	1,199	-8	-4	13	2,141	201	213	205
South Atlantic.....	-13	-8	-8	7	575	-35	-9	4	711	157	200	150
South Central.....	+32	+28	+7	5	262	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-2	+7	-4	19	1,767	-8	-6	13	3,451	207	222	238

See footnotes at end of table.

NOVEMBER 1952

[Data are shown by geographic division, where possible without disclosure of individual operations]

Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratio: ¹ (Percent)		
	Percent change		November 1952 panel			Percent change		November 1952 panel		Nov. 1952	Nov. 1951	Oct. 1952
	Nov. 1952 from--		11 mo. 1952 from 11 mo. 1951 ²	Number of estab- lishments report- ing	Reported dollar values (add 000)	Nov. 1952 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)			
	Nov. 1951	Oct. 1952				Nov. 1951	Oct. 1952					
Lumber and building materials.....	-1	-21	-5	79	\$13,329	-13	+2	56	\$12,456	131	149	99
Middle Atlantic.....	+5	-23	-6	17	3,289	+2	+9	8	1,227	57	58	38
East North Central.....	+10	-22	-2	12	1,439	-17	-6	9	977	98	123	77
West North Central.....	+8	-27	-8	6	601	0	-16	4	347	102	112	78
South Atlantic.....	-15	-22	-9	11	1,606	-5	-2	9	1,546	177	184	159
South Central.....	+5	-12	-7	5	912	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	+3	-18	-4	7	2,334	-18	+5	6	3,245	155	192	121
Pacific.....	-8	-26	-3	8	1,296	-6	+8	6	1,983	162	171	117
Machinery equipment, supplies (except electrical).....	-10	-10	-10	49	7,765	+6	+1	37	16,843	256	215	222
New England.....	-17	-16	-16	5	390	-10	-2	4	1,017	361	330	301
Middle Atlantic.....	-15	-18	-13	8	1,339	-4	-2	5	1,948	155	135	133
East North Central.....	+13	-14	+21	11	1,712	+2	+1	8	1,737	173	179	160
South Atlantic.....	-8	-14	-5	8	726	0	-2	6	2,062	320	288	277
South Central.....	-35	-37	-33	6	1,138	+15	+6	5	6,597	591	329	351
Pacific.....	-15	-8	+4	7	934	+9	-4	5	1,862	241	233	281
Metals.....	+1	-13	+1	44	14,074	+25	+3	39	21,546	157	127	133
Paints and varnishes.....	+13	-10	-6	46	6,317	+1	-1	42	16,247	262	292	240
Plumbing and heating supplies.....	-13	-20	-9	134	17,722	-5	0	111	27,990	177	163	143
New England.....	-7	-19	-6	7	346	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-11	-25	-11	33	2,594	-10	-1	25	3,901	172	176	131
East North Central.....	-14	-31	-9	14	1,242	-11	+2	11	2,457	246	235	169
West North Central.....	-4	-21	-14	14	1,656	-11	-2	13	3,047	186	202	150
South Atlantic.....	-11	-16	-6	39	8,159	-3	0	39	12,813	157	145	132
East South Central.....	-24	-21	-6	11	1,949	-1	-4	9	2,972	177	127	145
Pacific.....	-21	-11	-18	5	962	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Refrigeration equipment, parts (commercial). Middle Atlantic.....	-17	-19	-4	77	1,674	-5	+2	66	4,251	316	267	252
East North Central.....	-36	-20	-9	14	477	-23	+7	11	924	291	200	211
West North Central.....	-8	-29	-5	20	179	-5	+2	15	612	471	493	324
South Atlantic.....	+7	-30	-19	6	180	+8	0	7	774	240	217	184
South Central.....	-9	-10	+1	22	532	+8	0	21	1,164	299	259	273
Pacific.....	-10	-24	+15	4	122	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-7	-6	-8	9	149	-12	-2	8	453	444	478	416
Surgical, medical, equipment, supplies.....	-8	-4	-4	35	4,974	+13	+11	31	7,135	155	126	134
Middle Atlantic.....	0	-11	+2	7	903	+27	+1	5	894	120	95	104
East North Central.....	-11	+7	-7	12	2,389	+21	+22	11	3,461	153	112	136
South Atlantic.....	-8	-11	-7	4	572	-6	+2	4	767	134	131	116
South Central.....	-4	-19	+4	5	604	-2	+1	4	750	145	152	116
Beer.....	-5	-15	+7	35	1,548	-2	-4	30	711	51	50	46
Middle Atlantic.....	0	-9	+8	8	369	-2	+19	7	87	74	24	18
East North Central.....	+2	-13	+10	12	527	-12	-11	11	228	45	52	45
West North Central.....	-4	-21	+16	4	89	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	-14	-14	0	5	342	+14	-9	4	196	64	49	64
Chemicals, industrial.....	+13	-6	-11	16	2,910	-12	-1	12	1,693	65	81	60
Clothing and furnishings (except shoes).....	-6	-28	-2	17	3,267	+7	-18	11	3,769	133	127	115
Coal.....	-19	+4	-13	20	4,137	+1	-4	18	5,920	144	119	159
Confectionery.....	-6	-9	+5	37	1,336	-2	-1	19	766	116	114	101
Middle Atlantic.....	-11	-5	+2	6	282	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	-4	+1	+2	4	128	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	+1	-10	0	10	225	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East South Central.....	-6	-14	+5	8	263	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Dairy and poultry products.....	-9	-2	0	26	7,951	-16	-17	18	3,079	48	51	54
Drugs and sundries (liquor excluded).....	-2	-11	+5	212	64,493	+7	-2	170	100,589	191	175	173
New England.....	-5	-12	+4	13	2,968	+1	-3	11	4,346	186	173	168
Middle Atlantic.....	-4	-9	+3	28	10,790	+5	-2	20	11,763	171	156	161
East North Central.....	-1	-12	+4	27	10,441	+4	+1	21	13,865	170	162	148
West North Central.....	-7	-14	+4	19	6,156	+7	-3	16	9,956	188	164	169
South Atlantic.....	-2	-5	+6	32	7,868	+7	-3	24	11,377	180	17	187
East South Central.....	-2	-10	+2	17	3,778	+9	-2	13	6,046	196	17	178
West South Central.....	-4	-13	+5	35	8,407	+13	-2	29	17,265	243	211	215
Mountain.....	-2	-16	+6	13	2,960	+9	-3	10	6,087	217	195	189
Pacific.....	+4	-11	+8	28	11,125	+5	-2	26	19,884	180	177	163
Dry goods.....	-6	-27	-4	161	37,700	+2	-2	134	64,161	201	186	190
New England.....	-2	-20	-5	5	645	+16	+1	5	816	127	118	100
Middle Atlantic.....	-29	-34	-14	43	5,292	-10	-5	34	7,668	140	174	160
East North Central.....	+13	-22	+2	13	4,372	+21	+17	13	6,809	156	144	113
West North Central.....	-7	-33	-4	17	11,681	+5	-7	15	28,747	249	211	179
South Atlantic.....	-4	-22	-1	23	5,014	+6	-4	18	7,106	156	143	127
East South Central.....	-14	-25	-4	14	1,727	-3	-11	7	2,347	180	164	156
West South Central.....	-1	-26	0	20	2,990	+20	+17	20	6,119	210	17	21
Mountain.....	+3	-8	-4	6	592	-1	-7	5	1,334	150	140	140
Pacific.....	+17	-10	+5	20	5,387	-35		15	3,218	150	140	140
Farm supplies.....	-19	-21	0	20	2,476	+10	+13	11	1,315	99	73	65
Fresh fruits and vegetables.....	-6	-4	+5	64	6,032	+17	+20	44	1,847	39	31	32
New England.....	-12	-11	+6	66	324	0	-11	5	32	15	12	14
Middle Atlantic.....	-3	-13	+9	19	1,364	+31	+1	12	340	45	32	49
East North Central.....	+1	+9	+9	14	1,756	+32	+37	8	521	38	29	31
West North Central.....	-10	-12	+3	7	613	+9	+10	7	320	52	41	41
South Atlantic.....	-4	+5	0	6	362	-4	+18	5	130	4	4	4
East South Central.....	-11	-11	-1	5	296	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-2	-4	+2	5	1,113	-2	+16	4	1,113	4	4	4

See footnotes at end of table.

WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

NOVEMBER 1952

[Data are shown by geographic division, where possible without disclosure of individual operations]

[Data are shown by geographic division, where possible without disclosure of individual operations.]												
Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (Percent)		
	Percent change		November 1952 panel			Percent change, Nov. 1952 from--		November 1952 panel		Nov. 1952	Nov. 1951	Oct. 1952
	Nov. 1951	Oct. 1952	11 mo. 1952 from 11 mo. 1951 ²	Number of estab- lishments report- ing	Reported dollar values (add 000)	Nov. 1951	Oct. 1952	Number of estab- lishments report- ing	Reported dollar values (add 000)			
Groceries, total.....	+1	-11	+7	895	\$148,836	+2	+1	727	\$156,404	135	137	120
Nonaffiliated full-line wholesalers ⁴	-3	-14	+4	572	60,343	0	0	483	72,163	141	137	121
New England.....	+8	-7	+3	8	1,749	-1	+3	6	2,530	158	176	145
Middle Atlantic.....	-3	-17	+9	22	3,462	+6	-4	15	4,146	143	132	123
East North Central.....	-10	-17	+3	136	10,404	-5	+4	129	14,582	153	144	121
West North Central.....	+1	-17	+4	66	7,209	+1	-3	52	8,183	140	142	120
South Atlantic.....	-4	-9	+3	67	8,615	+5	+2	43	9,218	143	132	130
East South Central.....	-8	-18	+1	40	3,827	-2	0	31	4,426	151	143	123
West South Central.....	-1	-11	+5	111	14,409	-4	-4	89	15,352	129	136	121
Mountain.....	-2	-13	+6	27	2,837	+2	+1	25	3,955	148	142	128
Pacific.....	+2	-17	+6	95	7,831	+10	+3	93	9,771	132	121	107
Voluntary-group wholesalers.....	+3	-10	+9	198	60,176	+5	+1	151	58,469	133	135	122
New England.....	+5	-6	+12	10	3,858	+14	+2	8	2,456	133	120	109
Middle Atlantic.....	-5	-14	+4	35	11,513	+8	+1	24	8,587	150	133	136
East North Central.....	0	-8	+10	48	12,849	+7	+3	33	10,394	119	116	112
West North Central.....	+18	-8	+11	70	19,637	+2	-1	70	26,253	134	154	124
South Atlantic.....	-9	-13	+2	11	2,554	+12	+4	6	2,063	141	109	114
Pacific.....	-1	-18	+12	18	5,451	+2	+5	4	2,895	131	122	106
Retailer-cooperative warehouses.....	0	-14	+10	20	9,936	-4	+2	14	5,803	113	114	89
Specialty lines wholesalers.....	+9	-5	+5	105	18,381	-1	+1	79	19,969	131	147	125
New England.....	-7	-7	-1	5	197	+3	-18	4	94	49	45	56
Middle Atlantic.....	-8	-26	+4	27	3,902	+9	+19	19	4,574	139	118	83
East North Central.....	-22	-31	+3	10	736	+15	+5	7	449	89	83	70
South Atlantic.....	+1	-6	+3	19	2,145	-5	+8	14	2,305	116	124	101
East South Central.....	-8	-5	+5	4	605	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	-4	-5	0	5	385	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	+25	-2	+23	4	952	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+27	+13	+6	28	9,193	-6	-5	24	11,037	148	204	184
Leather and shoe findings.....	-3	-14	-4	24	476	+1	-1	12	1,022	422	397	363
Middle Atlantic.....	0	-7	0	4	27	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	-11	-17	-4	5	91	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central.....	-10	-21	-7	4	52	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+4	-5	-5	6	242	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products.....	-16	-26	-4	39	19,127	-21	+6	32	7,434	44	46	31
Middle Atlantic.....	-12	-21	-5	10	3,836	-11	-1	10	2,064	54	53	43
East North Central.....	-21	-31	0	13	7,907	-26	+11	12	3,235	43	46	27
Pacific.....	-17	-27	-3	4	3,328	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Paper and its products.....	-9	-13	-10	63	9,283	+4	0	42	9,424	142	124	122
New England.....	-9	-13	-7	5	297	+8	-2	4	402	223	188	205
Middle Atlantic.....	-9	-7	-12	16	2,727	-2	+10	10	1,636	97	90	85
East North Central.....	-12	-15	-10	19	3,541	+5	-2	15	3,391	111	93	96
West North Central.....	-4	-12	-11	4	315	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	-15	-9	-13	6	731	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	+3	-5	-4	4	453	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+3	-24	-5	6	1,183	+7	-4	5	2,324	258	241	196
Petroleum.....	-10	-10	+2	28	5,220	+4	-3	28	5,319	102	88	94
Shoes and other footwear.....	0	-15	+1	33	25,091	-11	-10	30	64,764	260	261	246
Tobacco products.....	+2	-11	+4	272	40,713	+2	+1	160	20,239	74	74	66
New England.....	+4	-7	+6	33	3,142	+13	+10	13	2,073	148	137	133
Middle Atlantic.....	+3	-12	+3	56	13,652	+2	+1	35	8,681	83	84	72
East North Central.....	+4	-11	+5	66	8,129	+1	+2	36	2,674	61	63	54
West North Central.....	+1	-9	+4	36	4,905	-9	-4	28	2,488	63	71	61
South Atlantic.....	-4	-11	+7	25	5,224	+9	-1	19	2,623	61	53	55
East South Central.....	+2	-9	+11	14	1,751	-5	-3	9	696	47	51	45
West South Central.....	+4	-6	+6	22	1,630	+2	+2	8	429	80	80	71
Mountain.....	-5	-13	+3	9	519	+1	+6	8	349	69	65	57
Pacific.....	-4	-9	-2	11	1,761	+1	-1	4	226	64	66	59
Wines and spirits ⁵	+19	-2	+3	253	106,455	-7	+13	209	128,990	148	179	128
New England.....	+28	+1	+1	19	5,605	-7	+17	13	3,857	116	155	105
Middle Atlantic.....	+33	-5	-1	43	34,981	-10	+19	39	38,972	130	190	102
East North Central.....	+8	-9	-2	39	12,472	-8	+11	32	18,842	175	202	143
West North Central.....	+9	+6	0	26	8,189	-9	+1	21	8,537	155	193	162
South Atlantic.....	+13	+5	+7	33	11,391	0	+7	29	12,628	133	144	131
East South Central.....	-2	-5	+5	12	2,914	+22	+11	10	5,276	227	169	198
West South Central.....	+9	+7	+11	36	13,173	-2	+24	32	17,658	138	154	121
Mountain.....	+35	-22	+5	12	3,290	+56	+4	12	4,896	149	129	111
Pacific.....	+22	-2	+8	33	14,440	-22	+6	21	18,324	188	272	181
Miscellaneous.....	-20	-22	-2	43	6,070	+17	+5	30	8,335	218	141	154

x Insufficient data to show separately.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the mark-up of sales, which varies from trade to trade.² Includes reports received too late for inclusion in previous monthly trends.³ The United States total and totals for some trades include a number of establishments not assigned to a geographic division.⁴ Not affiliated with voluntary or cooperative groups.⁵ Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

Note: Percentage changes are computed on an unweighted basis by summarizing all reports received in time for tabulation. Since coverage varies by kind of business and geographic division depending upon participation of wholesalers in the reporting service, data shown may not necessarily represent trends of all wholesalers. They do reflect, however, the experience of those wholesalers submitting data in each of the periods for which comparisons are made.

States comprising geographic divisions

New England (Conn., Maine, Mass., N.H., R.I., Vt.)

Middle Atlantic (N.J., N.Y., Pa.)

East North Central (Ill., Ind., Mich., Ohio, Wis.)

West North Central (Iowa, Kans., Minn., Mo., Nebr., N.Dak., S.Dak.)

South Atlantic (Del., Fla., Ga., Md., N.C., S.C., Va., W.Va.)

East South Central (Ala., Ky., Miss., Tenn.)

West South Central (Ark., La., Okla., Texas)

South Central - East South Central and West South Central combined.

Mountain (Ariz., Colo., Idaho, Mont., Nev., N.Mex., Utah, Wyo.)

Pacific (Calif., Oreg., Wash.)

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MONTHLY

WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE

SINCLAIR WEEKS, Secretary

BUREAU OF THE CENSUS

DECEMBER 1952

FOR RELEASE
FEBRUARY 6, 1953

SALES AND INVENTORIES

Sales and inventory trends presented in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 4,195 wholesale establishments in various lines of business.

SALES

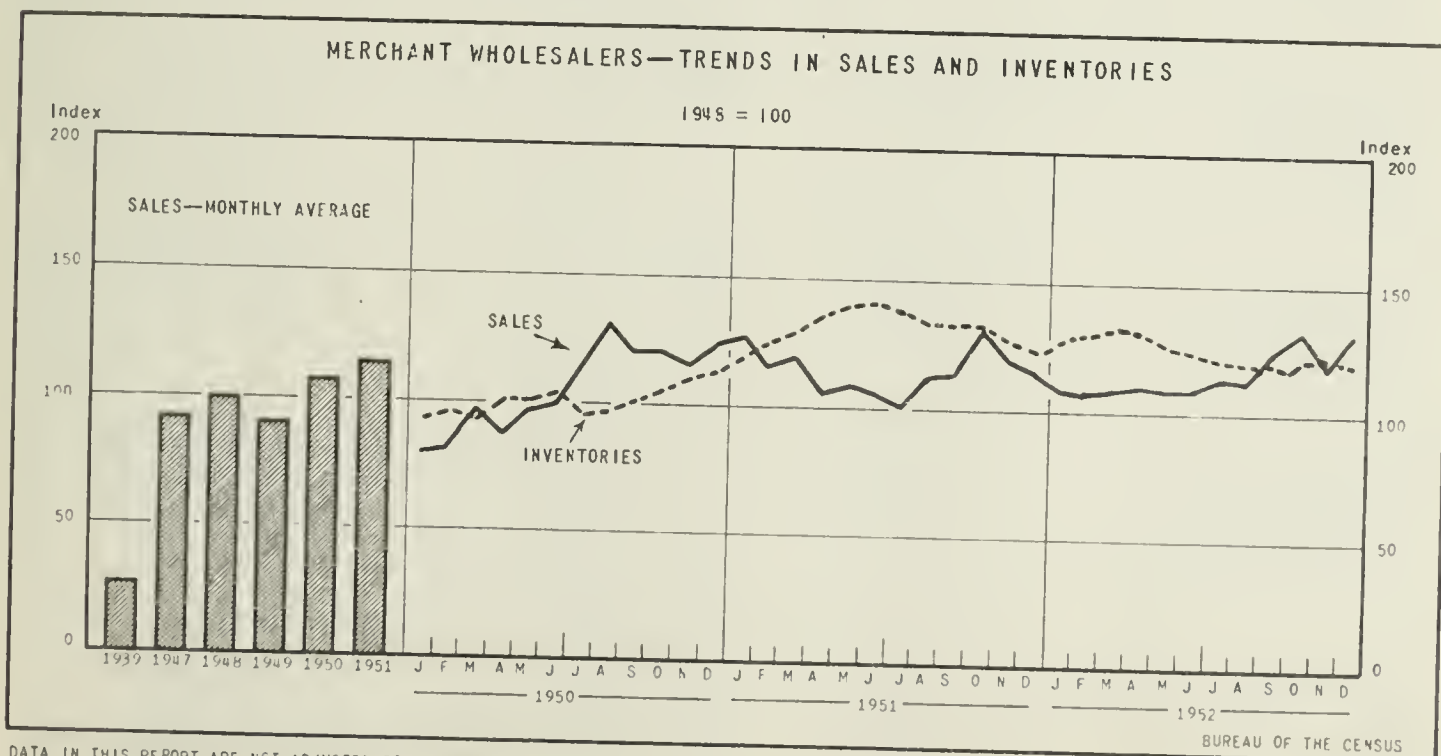
Cumulative 1952 wholesale dollar sales, after trailing behind 1951 sales throughout the year, reached approximately the same dollar level by year end. The Middle Atlantic Division, down 2 percent, indicated the only decrease below sales of the previous year. While 3 divisions--New England, East North Central, and West North Central--showed no change from sales a year ago, the remaining 5 divisions reported small gains of 1 to 3 percent. Of the 37 kinds of business covered in this report, 14 experienced sales gains above the 1951 levels, 4 trades showed no change, and 19 trades indicated declines. With few exceptions durable goods trades reflected sales below 1951. Grocery retailer-cooperatives, up 11 percent, indicated the largest sales increase over 1951, while coal, down 11 percent, showed the sharpest drop.

December dollar sales of wholesalers rose 11 percent above the previous month and were 14 percent over December 1951. All geographic divisions shared in the gains over both periods. The Middle Atlantic Division, up 17 percent, indicated the largest increase over November, while the Mountain Division, with an increase of 18 percent, registered the most substantial gain over a year ago. By kinds of business, 27 trades reported sales above November levels, with increases of more than 30 percent being shown by farm supplies (38%), wines and spirits (34%), and metals (32%). Clothing and furnishings, up 37 percent, led the 32 trades which reflected gains over December 1951 sales.

INVENTORIES

Inventories (valued at cost) of wholesalers at the end of 1952 were 4 percent below stocks on hand December 31, 1951, and 3 percent under inventories of November 30, 1952. Based on the reports of 3,254 establishments submitting inventories in conjunction with sales, the December stock-sales ratio of 135 percent was 26 points below a year earlier and 20 points under the previous month.

All geographic divisions indicated stocks below a year ago and, also, under the previous month. The Middle Atlantic Division reflected the heaviest decrease below each of these periods. By trades, the largest inventory gain over December 1951 was reported by petroleum (36%), while meats and meat products (-22%) and full-line electrical (-20%) trades indicated substantial reductions. Most trades were below November inventory levels with the heaviest drop, 19 percent, shown by wines and spirits. Shoes and other footwear experienced the sharpest increase (27%) over November stocks.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

DECEMBER 1952

[Data are shown by geographic division, where possible without disclosure of individual operations]

Data are shown by geographic division, where possible without disclosure of individual operations												
Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (Percent)		
	Percent change		December 1952 panel			Percent change		December 1952 panel		Dec. 1952	Dec. 1951	Nov. 1952
	Dec. 1952 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)	Dec. 1952 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)				
	Dec. 1951	Nov. 1952			Dec. 1951	Nov. 1952						
United States, total ³	+14	+11	0	4,195	\$914,473	-4	-3	3,254	\$1,033,828	135	161	155
New England.....	+12	+14	0	254	43,658	-4	-2	175	39,724	124	143	144
Middle Atlantic.....	+13	+17	-2	737	191,964	-9	-9	542	147,846	99	124	130
East North Central.....	+16	+15	0	814	172,250	-4	-5	662	168,101	112	135	137
West North Central.....	+13	+5	0	512	106,001	-4	-2	394	149,980	166	196	177
South Atlantic.....	+13	+8	+2	527	100,384	-1	-1	422	117,512	136	152	149
East South Central.....	+12	+13	+2	212	38,678	-4	-4	161	44,041	137	159	163
West South Central.....	+12	+8	+3	401	81,389	-4	-6	315	103,919	149	173	171
Mountain.....	+18	+9	+1	170	29,660	-5	-6	141	34,930	134	165	158
Pacific.....	+12	+5	+1	518	117,650	-7	-4	392	137,193	144	174	158
Automotive supplies.....	+11	-5	+3	364	19,175	+1	-2	207	18,057	232	230	249
New England.....	+8	-17	+5	20	572	-20	-6	8	420	261	313	239
Middle Atlantic.....	-5	0	-6	48	1,189	-10	0	44	2,458	256	265	250
East North Central.....	+12	+8	+3	68	4,243	+17	-5	51	5,477	169	159	217
West North Central.....	+13	-2	+5	77	4,721	+5	0	22	2,044	275	237	263
South Atlantic.....	+24	-15	+6	25	2,588	-5	-2	19	1,751	341	318	284
East South Central.....	+15	-9	+3	13	1,386	-7	0	8	847	283	201	282
West South Central.....	+26	+1	+3	26	1,278	0	-1	16	1,199	244	273	263
Mountain.....	-3	-12	-4	84	2,747	-5	0	36	3,829	279	306	276
Pacific.....	+11	+17	-5	688	183,445	-17	-5	615	193,355	112	151	140
Electrical group, total.....	+10	+20	-5	441	142,041	-20	-7	434	157,742	112	153	144
Full-line wholesalers.....	+2	+24	-9	33	8,456	-27	-7	33	10,191	121	167	161
New England.....	0	+19	-10	64	22,420	-29	-7	59	24,054	108	153	138
Middle Atlantic.....	+9	+22	-7	87	33,132	-20	-8	86	30,906	94	129	124
East North Central.....	+6	+21	-11	43	11,484	-24	-7	43	13,821	120	167	157
West North Central.....	+11	+22	+2	62	19,270	-10	-4	60	23,633	127	157	160
South Atlantic.....	+22	+22	+7	29	6,782	-9	-2	28	7,980	119	160	150
East South Central.....	+19	+20	+4	48	12,883	-16	-3	48	18,223	141	201	176
West South Central.....	+26	+30	-5	21	5,457	-27	-13	21	4,977	91	157	136
Mountain.....	+13	+13	-9	54	22,157	-16	-8	53	23,957	109	147	135
Pacific.....	+15	+12	0	130	12,981	+4	-2	94	12,015	120	136	138
Wiring supplies, construction materials distributors.....	+3	+12	+1	13	882	-6	-1	5	368	138	192	182
New England.....	+7	+9	-2	29	1,369	+15	+2	22	1,814	156	143	166
Middle Atlantic.....	+20	+14	-1	28	4,323	+7	-6	23	4,032	107	124	133
East North Central.....	+22	+27	-3	11	1,668	+1	-4	9	1,642	153	175	192
West North Central.....	+14	+5	-2	19	2,028	-16	+2	15	1,574	88	121	90
South Atlantic.....	+4	+7	+6	12	1,236	+19	+1	7	1,046	142	144	155
East South Central.....	+11	-9	+8	5	416	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	+35	+22	-4	13	1,059	+9	+4	11	1,229	123	152	147
Mountain.....	+15	+6	-5	117	28,423	0	+4	87	23,598	111	136	114
Pacific.....	+17	+8	-7	12	2,427	+13	-2	9	1,777	98	98	100
Appliances and specialties wholesalers.....	-5	-1	-17	27	10,571	-14	0	18	6,595	117	140	119
New England.....	+60	+20	-6	18	4,700	+9	+14	13	3,630	91	142	96
Middle Atlantic.....	+32	+12	-5	12	1,377	-21	-2	11	2,076	154	260	178
East North Central.....	+18	-4	+11	19	3,506	+24	+4	15	3,922	131	124	119
West North Central.....	+15	+5	+11	14	1,807	-8	+13	9	2,322	138	172	128
South Atlantic.....	+48	+16	+20	7	1,567	+35	+5	7	1,675	107	118	118
East South Central.....	+32	+16	+3	8	2,468	+18	+2	5	1,601	72	79	80
West South Central.....	+27	+2	-1	64	11,781	+6	-2	47	14,546	153	185	161
Mountain.....	+24	+9	+1	16	2,981	-8	-8	12	3,043	140	185	167
Pacific.....	+16	-3	+2	9	2,127	+52	-3	8	3,414	182	135	180
Furniture and house furnishings.....	+20	-5	-13	9	1,088	-33	0	9	2,324	214	382	203
Middle Atlantic.....	+18	+16	-3	10	1,100	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	+14	-18	+2	5	537	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central.....	+56	+3	-4	7	2,017	+30	+7	5	1,899	108	140	103
South Atlantic.....	+15	+1	-5	167	62,799	-4	-2	138	115,396	222	265	226
East South Central.....	+20	+8	-4	34	9,480	+8	-6	27	14,529	180	202	209
West South Central.....	+17	+2	-6	25	12,675	-12	-6	22	19,873	177	237	189
Mountain.....	+6	-9	-11	18	10,133	-7	-4	17	22,685	278	310	250
Pacific.....	+13	-2	-2	29	5,319	-6	+5	25	12,034	253	303	237
Hardware.....	+18	+15	-1	15	4,723	-13	-1	13	8,572	203	275	236
Middle Atlantic.....	+23	-5	-1	15	4,933	+1	-2	9	7,500	264	306	232
East North Central.....	+9	+11	-5	8	2,394	+1	-3	5	2,728	291	301	301
West North Central.....	+13	0	-5	20	12,727	-1	+1	17	27,275	236	266	236
South Atlantic.....	+1	+1	-3	79	9,868	-4	+1	60	15,636	194	210	197
East South Central.....	+10	+12	-5	6	322	-3	+2	6	1,109	344	388	377
West South Central.....	-1	+7	-5	18	1,751	-11	+1	11	1,914	160	184	173
Mountain.....	0	+10	-10	7	798	-12	-9	7	1,231	154	176	187
Pacific.....	+4	+4	-10	6	743	-5	-1	5	1,101	238	239	239
Industrial supplies.....	+1	+2	-9	11	870	0	+10	10	2,097	244	247	226
New England.....	+1	-4	+2	25	4,448	-4	+2	15	6,478	186	203	178
Middle Atlantic.....	+6	+7	-8	6	936	+3	-3	6	1,706	182	187	202
East North Central.....	+17	+20	-3	134	11,501	-9	-15	75	11,440	137	172	196
West North Central.....	+9	+22	-3	8	764	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	+24	+6	+1	41	3,068	+6	-10	17	2,588	131	146	180
East South Central.....	+16	+23	-6	38	2,541	-4	-14	25	3,191	147	179	208
West South Central.....	+7	+33	-8	15	1,771	-12	-18	11	1,880	129	159	209
Mountain.....	+7	+32	-6	7	759	-27	+7	4	762	138	198	157
Pacific.....	+53	+120	+15	4	534	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Jewelry.....	+17	+16	-2	18	2,040	-18	-20	10	2,623	139	200	198

See footnotes at end of table.

DECEMBER 1952

[Data are shown by geographic division, where possible without disclosure of individual operations]

Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (Percent)		
	Percent change		December 1952 panel			Percent change		December 1952 panel		Dec. 1952	Dec. 1951	Nov. 1952
	Dec. 1952 from--		12 mo. 1952 from 12 mo. 1951 ²	Number of estab- lishments report- ing	Reported dollar values (add 000)	Dec. 1952 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)			
	Dec. 1951	Nov. 1952				Dec. 1951	Nov. 1952					
Lumber and building materials.....	+12	-7	-4	79	\$11,845	-11	+6	55	\$12,818	151	197	133
Middle Atlantic.....	+25	-6	-4	17	2,936	-4	+12	7	1,125	60	82	51
East North Central.....	+51	-11	0	10	873	-1	+22	8	1,052	157	265	118
West North Central.....	-11	-18	-8	7	523	-3	0	4	348	148	167	102
South Atlantic.....	+14	+1	-7	12	1,624	-7	-2	10	1,521	183	235	177
South Central.....	-4	-18	-6	5	750	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	+3	-8	-3	7	2,145	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+15	-8	-1	8	1,188	0	+17	6	2,198	204	261	141
Machinery equipment, supplies (except electrical).....	-3	+5	-9	58	8,295	+5	+3	46	17,399	238	221	251
New England.....	+1	+13	-14	5	439	-8	+3	4	1,048	354	395	361
Middle Atlantic.....	-12	+2	-13	8	1,354	-8	+1	5	1,946	152	143	155
East North Central.....	+4	-20	+19	11	1,504	+4	0	8	1,873	173	191	165
South Atlantic.....	+8	-8	-4	8	665	-2	-2	6	2,028	342	382	320
West South Central.....	+7	+52	-31	14	1,692	+14	+1	14	6,685	395	372	593
Pacific.....	-25	-6	+2	7	888	+14	+11	5	2,027	321	197	235
Metals.....	+32	+32	+4	42	17,351	+25	+5	36	19,665	117	125	149
Paints and varnishes.....	+7	-37	-6	49	4,148	-8	-7	45	15,568	384	448	256
Plumbing and heating supplies.....	-6	-6	-9	101	13,508	+5	+4	76	22,602	196	173	175
New England.....	-6	-21	-6	7	272	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-6	-14	-11	14	770	-11	-1	6	875	171	182	154
East North Central.....	+7	-2	-8	15	1,352	-13	-9	13	2,332	201	238	210
West North Central.....	+11	-18	-13	14	1,266	-13	-2	11	2,637	220	284	186
South Atlantic.....	-11	-5	-6	24	6,288	+20	+16	24	11,528	183	136	150
East South Central.....	+7	-1	-5	10	1,766	+5	-8	8	2,445	160	155	177
Pacific.....	-1	+13	-17	5	1,086	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Refrigeration equipment, parts (commercial).	+6	-2	-4	73	1,558	-9	-3	63	4,023	314	366	313
Middle Atlantic.....	-2	-1	-9	14	448	-26	0	12	1,013	275	364	290
East North Central.....	+5	+4	-5	19	161	-13	-9	14	477	446	611	494
West North Central.....	+14	+1	-17	6	181	+16	-5	6	473	261	257	276
South Atlantic.....	+10	-8	+2	19	454	+3	0	19	1,370	302	322	277
South Central.....	+16	+12	+15	4	137	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+3	-5	-7	9	145	-17	-5	8	384	413	489	384
Surgical, medical, equipment, supplies.....	-6	+2	-3	37	5,111	+8	0	34	7,273	148	156	151
Middle Atlantic.....	+1	+2	+2	7	920	+17	-6	5	843	110	94	120
East North Central.....	+9	+2	-6	11	2,308	+18	+4	11	3,435	149	160	146
South Atlantic.....	+8	+2	-6	5	656	-4	-8	5	847	129	145	143
South Central.....	+4	-4	+7	5	522	-14	-1	5	843	161	194	156
Beer.....	+17	+16	+8	40	1,910	-14	-10	34	683	40	55	52
Middle Atlantic.....	+8	+17	+8	8	430	+13	+8	7	94	22	21	24
East North Central.....	+22	+19	+11	12	626	-24	-8	11	210	35	56	45
West North Central.....	+15	+12	+16	5	126	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	+18	+14	+1	4	371	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+18	+14	+4	8	318	-19	-25	7	155	58	84	85
Chemicals, industrial.....	+19	0	-9	14	2,775	-12	+1	10	1,533	62	84	62
Clothing and furnishings (except shoes).....	+37	-20	0	19	3,079	+29	-3	12	3,542	197	182	135
Coal.....	-1	+16	-11	20	4,820	+7	-8	18	5,287	113	104	139
Confectionery.....	+16	+13	+6	38	1,519	-8	-6	19	711	93	118	116
Middle Atlantic.....	+5	+11	+2	6	313	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	+25	+12	+4	4	143	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	+21	+13	+1	11	274	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East South Central.....	+27	+8	+7	8	284	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	+3	+17	+13	4	248	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Dairy and poultry products.....	-3	+7	0	21	5,390	+17	-7	14	1,512	38	35	43
Drugs and sundries (liquor excluded).....	+19	+4	+6	198	65,113	+6	-5	154	88,949	174	196	178
New England.....	+15	+9	+5	13	3,242	+6	-1	11	4,224	169	179	181
Middle Atlantic.....	+12	+2	+3	25	10,645	+4	-1	16	8,410	155	174	176
East North Central.....	+20	+5	+5	26	10,702	+3	-8	18	11,613	151	176	173
West North Central.....	+18	+7	+5	19	6,554	+3	-6	16	9,104	162	188	184
South Atlantic.....	+21	+2	+7	30	7,532	+5	-5	22	9,840	174	198	187
East South Central.....	+18	+1	+4	16	3,638	+4	-5	12	5,262	179	208	193
West South Central.....	+20	+8	+6	34	8,962	+11	-7	23	15,883	201	228	245
Mountain.....	+17	-2	+7	12	2,849	+8	-7	10	5,673	209	224	217
Pacific.....	+24	+3	+9	23	10,989	+8	-2	21	18,940	173	198	133
Dry goods.....	+33	-10	-2	161	24,612	+6	+7	135	66,846	243	294	200
New England.....	+8	-11	-4	4	462	-4	-7	4	598	129	134	123
Middle Atlantic.....	+31	+5	-11	45	7,391	-3	+8	36	8,895	221	274	195
East North Central.....	+60	-9	+5	13	3,962	+32	+10	13	7,481	189	230	156
West North Central.....	+34	-8	-2	18	10,614	+6	+7	16	30,399	289	367	247
South Atlantic.....	+25	-17	+1	23	3,878	+8	+3	18	6,789	192	218	156
East South Central.....	+3	-11	-4	16	1,640	0	-3	10	2,310	241	242	185
West South Central.....	+19	-23	+1	18	1,974	+23	+4	18	5,434	275	266	204
Mountain.....	+24	-18	-2	5	451	+3	-4	5	1,238	275	329	234
Pacific.....	+45	-19	+7	19	4,240	-19	+17	15	3,702	227	317	152
Farm supplies.....	+5	+38	0	20	3,419	0	+2	11	1,342	84	92	99
Fresh fruits and vegetables.....	+4	+17	+5	61	6,873	+4	-8	45	1,737	33	31	40
New England.....	-6	+8	+5	7	360	+6	-8	6	57	23	20	27
Middle Atlantic.....	+3	+8	+9	16	1,389	+16	-17	11	283	35	31	47
East North Central.....	+5	+9	+8	15	2,093	+18	-10	10	564	33	30	41
West North Central.....	-7	+26	+2	7	772	-11	-36	7	206	27	28	52
South Atlantic.....	-6	+17	-1	6	422	-15	-38	5	80	21	22	40
Pacific.....	+3	+2	+2	5	1,140	-1	+15	4	290	27	28	24

See footnotes at end of table.

WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

DECEMBER 1952

[Data are shown by geographic division, where possible without disclosure of individual operations]

[Data are shown by geographic division, where possible without disclosure of individual operations]												
Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (Percent)		
	Percent change		December 1952 panel			Percent change		December 1952 panel		Dec. 1952	Dec. 1951	Nov. 1952
	Dec. 1952 from--		Number of estab- lishments report- ing	Reported dollar values (\$dd 000)	Dec. 1952 from--		Number of estab- lishments report- ing	Reported dollar values (\$dd 000)				
	Dec. 1951	Nov. 1952			Dec. 1951	Nov. 1952						
Groceries, total.....	+12	+2	+7	865	\$145,418	-2	-5	713	\$146,612	127	145	135
Nonaffiliated full-line wholesalers ⁴	+13	+3	+5	555	65,090	-1	-4	474	70,778	126	145	136
New England.....	+1	-5	+3	8	1,657	+4	+8	6	2,736	183	177	158
Middle Atlantic.....	+15	+5	+10	21	3,546	+3	-3	15	4,047	131	147	140
East North Central.....	+5	+6	+4	136	10,992	-7	-3	129	14,285	141	160	154
West North Central.....	+16	+2	+5	63	11,366	+5	-2	49	10,941	108	121	114
South Atlantic.....	+12	0	+4	59	7,766	-1	-10	42	7,638	124	141	138
East South Central.....	+8	+6	+1	43	4,696	-2	-4	34	4,741	134	146	147
West South Central.....	+16	-2	+6	105	13,579	-3	-8	82	13,190	123	151	131
Mountain.....	+32	+3	+8	24	2,688	-3	-10	23	3,328	128	175	147
Pacific.....	+19	+10	+7	96	8,800	+2	-1	94	9,872	118	138	131
Voluntary-group wholesalers.....	+11	+3	+9	188	56,728	-1	-7	147	50,330	127	142	139
New England.....	+24	+12	+13	11	4,475	+6	-6	8	2,301	118	131	133
Middle Atlantic.....	+6	+3	+4	31	10,995	-4	-7	22	7,891	129	142	144
East North Central.....	+16	+4	+11	47	12,975	+1	-10	32	9,175	106	123	120
West North Central.....	+7	-5	+11	62	13,831	0	-4	62	21,255	154	165	152
South Atlantic.....	+11	+7	+3	11	2,652	0	-21	6	1,634	101	118	141
Pacific.....	+10	+7	+12	19	6,829	-5	-11	10	2,577	106	129	131
Retailer-cooperative warehouses.....	+19	+6	+11	18	6,160	-4	+2	15	6,080	109	138	114
Specialty lines wholesalers.....	+9	-5	+6	104	17,440	-4	-3	77	19,424	134	151	131
New England.....	+15	+19	0	5	234	-8	0	4	94	42	52	49
Middle Atlantic.....	+6	+10	+4	23	4,195	+6	-8	16	4,192	118	116	142
East North Central.....	0	+23	+3	10	781	+4	-1	6	330	84	85	83
South Atlantic.....	+6	-6	+3	20	2,034	-12	-6	15	2,269	118	142	117
East South Central.....	+11	+9	+6	6	787	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	+8	-11	+1	5	341	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	+55	+19	+26	4	1,131	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+7	-16	+6	28	7,683	-8	-1	24	10,924	174	197	148
Leather and shoe findings.....	+12	-10	-3	28	498	0	+1	14	1,109	412	481	359
Middle Atlantic.....	+44	+9	+3	6	49	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	+23	0	-2	6	92	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central.....	-9	-17	-7	4	43	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+9	-12	-4	7	267	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products.....	-2	+16	-4	37	21,978	-22	+3	33	7,550	38	49	44
Middle Atlantic.....	-6	+9	-5	9	3,924	-5	-3	9	1,886	48	47	54
East North Central.....	+7	+25	0	13	9,881	-28	+13	12	3,640	39	58	43
South Central.....	0	+18	-5	4	3,620	-27	-5	4	1,223	34	47	42
Pacific.....	-19	+5	-4	5	3,731	-7	-9	4	623	25	24	32
Spice and its products.....	+11	+3	-8	61	9,201	+1	-4	41	8,391	131	144	138
New England.....	+10	+12	-6	4	308	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+13	-2	-10	19	2,862	-13	-3	12	1,984	106	141	107
East North Central.....	+12	0	-9	18	3,149	+7	-2	14	2,655	102	103	103
South Atlantic.....	+9	+11	-11	7	847	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	+2	-4	-3	5	435	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+11	+21	-3	6	1,446	+8	-10	5	2,185	203	211	266
Petroleum.....	+5	+28	+2	28	6,662	+36	+19	28	6,319	95	73	102
Shoes and other footwear.....	+26	+10	+3	32	27,112	+8	+27	28	80,772	301	350	262
Tobacco products.....	+15	+21	+5	268	50,036	+5	-6	161	19,443	59	64	74
New England.....	+15	+21	+6	34	3,858	+21	+9	12	2,252	150	147	151
Middle Atlantic.....	+13	+24	+4	52	16,197	-2	-13	34	7,645	61	70	84
East North Central.....	+19	+24	+7	65	10,333	+30	+10	39	3,238	57	52	63
West North Central.....	+8	+17	+4	39	6,722	-6	-11	31	2,478	50	58	65
South Atlantic.....	+22	+15	+8	25	6,081	+5	-10	19	2,281	46	53	58
East South Central.....	+21	+18	+12	12	2,073	0	-4	7	670	39	48	47
West South Central.....	+13	+9	+7	22	2,130	+5	+3	9	568	55	59	58
Mountain.....	+9	+12	+3	8	515	-10	-28	7	207	42	50	65
Pacific.....	+7	+24	-2	11	2,127	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Wines and spirits ⁵	+18	+34	+4	267	150,187	-15	-19	228	104,655	80	110	134
New England.....	+17	+11	+3	21	7,392	-19	-21	16	3,356	68	104	99
Middle Atlantic.....	+23	+43	+2	44	51,502	-18	-24	40	27,858	62	92	119
East North Central.....	+30	+54	+1	42	20,438	-8	-17	32	15,494	85	119	158
West North Central.....	+23	+27	+3	31	10,180	-8	-14	24	8,074	108	151	181
South Atlantic.....	+16	+28	+8	42	19,908	-13	-19	40	14,439	74	99	117
East South Central.....	+4	+58	+4	15	5,346	+8	-17	12	4,881	111	107	223
West South Central.....	+4	+20	+8	37	16,900	-20	-17	33	14,684	89	116	128
Mountain.....	+14	+43	+6	10	2,906	-12	-19	10	2,156	74	96	130
Pacific.....	+9	+19	+8	25	15,615	-27	-18	21	13,713	108	160	154
Miscellaneous.....	+4	+26	-1	33	8,366	+20	+10	20	9,729	173	145	203

x Insufficient data to show separately.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the mark-up of sales, which varies from trade to trade.² Includes reports received too late for inclusion in previous monthly trends.³ The United States total and totals for some trades include a number of establishments not assigned to a geographic division.⁴ Not affiliated with voluntary or cooperative groups.⁵ Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

Note: Percentage changes are computed on an unweighted basis by summarizing all reports received in time for tabulation. Since coverage varies by kind of business and geographic division depending upon participation of wholesalers in the reporting service, data shown may not necessarily represent trends of all wholesalers. They do reflect, however, the experience of those wholesalers submitting data in each of the periods for which comparisons are made.

States comprising geographic divisions

New England (Conn., Maine, Mass., N.H., R.I., Vt.)
 Middle Atlantic (N.J., N.Y., Pa.)
 East North Central (Ill., Ind., Mich., Ohio, Wis.)
 West North Central (Iowa, Kans., Minn., Mo., Nebr., N.Dak., S.Dak.)
 South Atlantic (Del., Fla., Ga., Md., N.C., S.C., Va., W.Va.)

East South Central (Ala., Ky., Miss., Tenn.)
 West South Central (Ark., La., Okla., Texas)
 South Central - East South Central and West South Central combined.
 Mountain (Ariz., Colo., Idaho, Mont., Nev., N.Mex., Utah, Wyo.)
 Pacific (Calif., Oreg., Wash.)

MONTHLY

WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE

Sinclair Weeks, Secretary

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Robert W. Burgess, Director

MAR 9 1953

UNIVERSITY OF MARYLAND

JANUARY 1953

FOR RELEASE
MARCH 5, 1953

SALES AND INVENTORIES

Sales and inventory trends presented in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 4,261 wholesale establishments in various lines of business.

SALES

January sales of wholesalers were down 16 percent from the previous month, but up slightly (1%) over January a year ago.

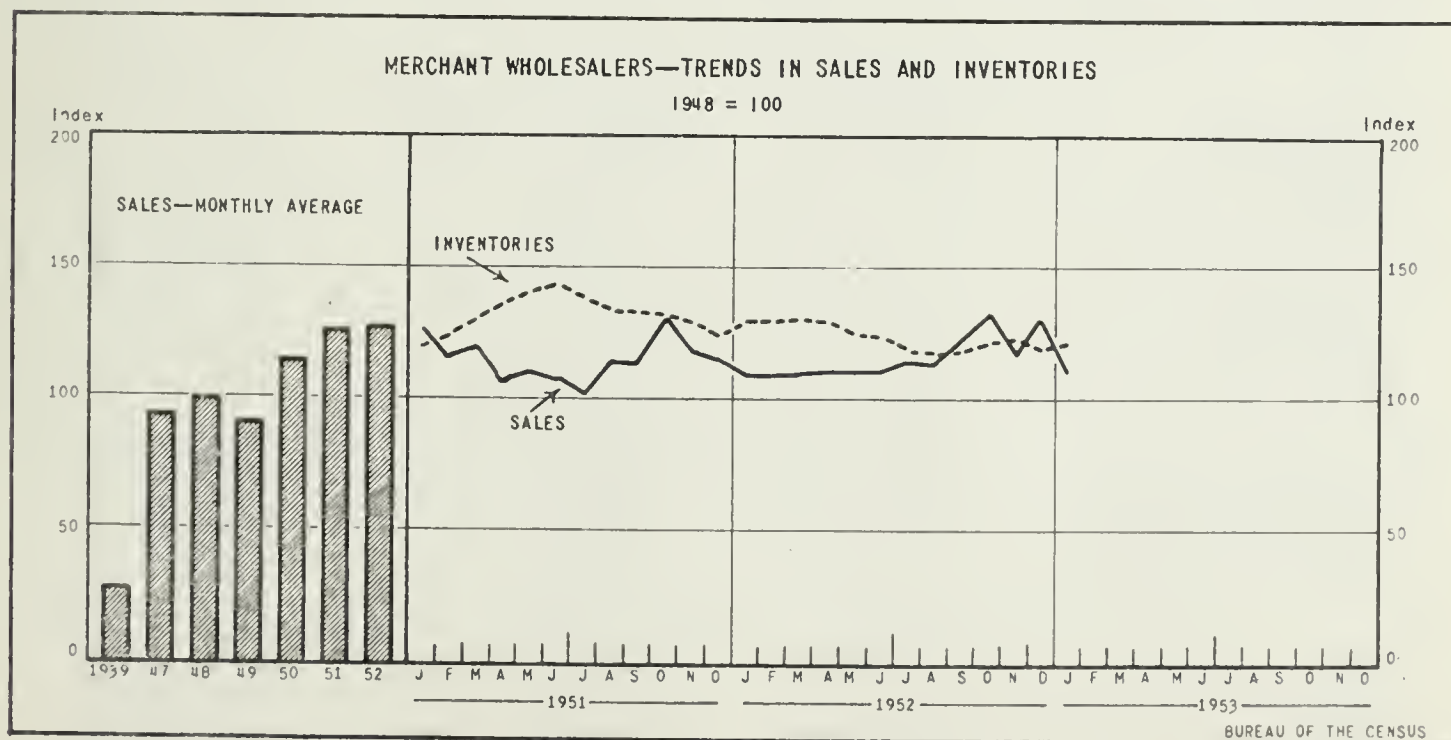
All geographic divisions reflected sales below December 1952. Decreases varied from 8 to 26 percent, with the heaviest declines being shown in the New England and Middle Atlantic Divisions. The Mountain Division, up 12 percent, indicated the largest increase among the five divisions showing sales gains over January last year. While the South Atlantic Division reported practically no change, three divisions--Middle Atlantic, East North Central, and New England--experienced declines of 1, 3, and 5 percent, respectively.

Of the 37 trades covered in this report, 24 reported sales below the previous month. Substantial seasonal declines were indicated by jewelry, down 68 percent, and wines and spirits, down 50 percent. Grocery voluntary group wholesalers reflected no change, while 12 trades, led by paints and varnishes, experienced increases ranging from 1 to 24 percent. Most trades also experienced lower sales than a year ago, with coal, down 23 percent, reporting the heaviest decrease. Although tobacco and automotive supplies indicated no change from January 1952 sales, 14 trades reported increases of 2 to 20 percent. The metals trade showed the largest gain percentage-wise.

INVENTORIES

Wholesalers' inventories (valued at cost) as of January 31, 1953, rose 2 percent above stocks on hand a month earlier, but were 5 percent under year-ago inventories. Based on the reports of 3,289 wholesale establishments submitting inventories in conjunction with sales, the January stock-sales ratio of 166 percent was 31 points higher than that reported for December 1952, but 12 points below a year ago.

All divisions except the Pacific reported inventory gains over year-end 1952. Increases ranged from 1 percent in the South Atlantic Division to 11 percent in the Mountain Division. The Pacific Division remained at the same level as a month earlier. Compared with stocks on hand January 31, 1952, only the Mountain Division, up 3 percent, showed an increase. All other divisions indicated declines varying from 1 to 8 percent, with the New England, Middle Atlantic, and Pacific Divisions sharing the sharpest decrease.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

WHOLESALESALE'S SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

JANUARY 1953

[Data are shown by geographic division, where possible without disclosure of individual operations]

Data are shown by geographic division, where possible without division											
Geographic division and kind of business	Sales				Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (Percent)		
	Percent change		January 1953 panel		Percent change, Jan. 1953 from--		January 1953 panel		Jan. 1953	Jan. 1952	Dec. 1952
	Jan. 1953 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)	Jan. 1953 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)			
	Jan. 1952	Dec. 1952			Jan. 1952	Dec. 1952					
United States, total ²	+1	-16	4,261	\$779,578	-5	+2	3,289	\$1,063,882	166	178	135
New England.....	-5	-26	252	32,365	-8	+6	177	41,393	166	170	122
Middle Atlantic.....	-1	-26	746	147,515	-8	+2	566	162,802	145	155	101
East North Central.....	-3	-19	822	139,743	-4	+4	659	174,185	145	145	112
West North Central.....	+3	-8	526	98,701	-3	+5	397	156,654	185	197	164
South Atlantic.....	0	-11	546	89,853	-5	+1	428	117,933	159	166	138
East South Central.....	+3	-10	222	36,877	-2	+8	168	51,038	167	174	141
West South Central.....	+5	-8	399	73,329	-1	+4	314	108,349	176	190	153
Mountain.....	+12	-9	175	27,274	+3	+11	145	38,729	162	179	135
Pacific.....	+2	-17	522	100,531	-8	0	384	134,909	176	193	142
Automotive supplies.....	0	-10	360	16,645	-3	-4	202	15,571	268	258	229
New England.....	+18	+8	20	613	-25	-7	9	423	253	318	275
Middle Atlantic.....	0	-3	43	930	-2	+1	40	2,243	273	280	274
East North Central.....	-9	-29	69	3,009	+2	-12	44	4,514	252	213	160
West North Central.....	-1	-19	83	3,601	+1	0	17	1,401	345	306	304
South Atlantic.....	+2	+10	23	2,806	-6	-2	16	1,499	298	311	346
East South Central.....	+11	+19	14	1,706	-9	-4	9	1,021	184	284	307
West South Central.....	-8	-29	26	831	+10	+13	16	1,102	387	305	255
Mountain.....	+5	-2	79	2,641	-10	-4	31	3,368	264	252	272
Pacific.....											
Electrical group, total.....	+3	-25	676	135,983	-14	+7	603	203,542	159	192	113
Full-line wholesalers.....	+3	-26	440	105,410	-16	+7	431	168,399	161	200	112
New England.....	-8	-24	34	6,513	-25	+3	34	10,659	164	199	120
Middle Atlantic.....	-3	-26	60	16,524	-25	+5	56	24,954	154	100	109
East North Central.....	+1	-27	86	23,926	-16	+9	85	33,526	141	169	93
West North Central.....	-1	-26	43	8,394	-20	+9	43	14,903	178	219	121
South Atlantic.....	-3	-26	63	14,284	-10	+7	61	25,487	183	201	127
East South Central.....	+26	-15	29	5,839	-3	+10	28	8,746	153	199	118
West South Central.....	+19	-22	48	10,048	-10	+4	48	19,044	190	251	142
Mountain.....	+18	-29	21	3,819	-14	+14	21	5,659	148	202	92
Pacific.....	+9	-28	56	16,063	-16	+6	55	25,421	159	207	108
Wiring supplies, construction materials distributors.....	-8	-16	128	10,706	+9	+4	88	11,688	150	127	122
New England.....	-12	-14	14	791	-4	-1	4	267	191	231	152
Middle Atlantic.....	-10	-13	27	1,114	+7	+4	19	1,552	177	138	148
East North Central.....	-15	-26	30	3,166	+14	+8	24	4,077	165	123	110
West North Central.....	+24	-9	8	1,082	+6	+4	6	1,518	155	192	166
South Atlantic.....	-7	-7	18	1,869	-11	+1	14	1,562	96	101	88
East South Central.....	-16	-4	14	1,581	+19	-2	9	1,786	152	110	159
West South Central.....	+7	-8	5	381	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	+11	-25	12	722	+10	+2	9	1,068	170	175	120
Pacific.....											
Appliances and specialties wholesalers.....	+8	-25	108	19,867	-2	+6	84	23,455	150	172	113
New England.....	+5	-28	12	1,665	-5	-6	9	1,570	109	121	97
Middle Atlantic.....	-10	-30	22	6,823	-12	+8	15	6,788	166	174	122
East North Central.....	+35	-32	16	2,820	-3	-8	13	3,034	129	182	92
West North Central.....	+13	-20	12	1,064	-19	+4	10	2,013	203	283	152
South Atlantic.....	+8	-6	20	3,307	+23	+18	16	4,619	165	147	131
East South Central.....	+10	-20	12	1,413	+5	+9	10	2,484	182	191	134
West South Central.....	+46	-30	5	694	+22	+12	5	1,255	181	217	114
Mountain.....	+58	-17	9	2,081	+2	0	6	1,692	87	139	74
Pacific.....											
Furniture and house furnishings.....	+5	-19	64	9,228	+13	+17	47	16,049	217	201	149
Middle Atlantic.....	-1	-29	13	1,764	+1	+38	10	3,362	255	247	134
East North Central.....	-10	-23	8	1,500	+15	+11	7	3,524	256	197	188
West North Central.....	-17	-24	10	896	+18	+20	10	2,941	328	231	207
South Atlantic.....	+8	-36	11	728	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East South Central.....	+23	0	7	2,011	+29	+9	5	2,079	116	114	108
Pacific.....											
Hardware.....	-9	-19	167	50,886	-3	+12	135	124,986	296	279	217
Middle Atlantic.....	-21	-34	36	6,500	+14	+13	29	17,375	306	207	178
East North Central.....	+2	-25	25	9,574	-10	+15	20	21,024	263	302	172
West North Central.....	-11	-17	19	8,474	-10	+24	18	25,391	356	343	250
South Atlantic.....	-9	0	27	4,729	-4	0	23	10,933	260	250	262
East South Central.....	-10	-14	15	4,054	-6	+8	13	9,223	254	245	203
West South Central.....	-7	-7	15	4,603	+2	+13	9	8,445	297	271	264
Mountain.....	-12	-32	7	1,528	+8	+10	4	2,694	414	305	307
Pacific.....	-3	-13	20	11,217	-2	+8	16	29,518	295	299	235
Industrial supplies.....	-8	-10	127	16,816	-9	+4	98	29,361	206	211	175
New England.....	-16	-4	8	426	-1	0	7	1,245	350	316	343
Middle Atlantic.....	-15	-9	27	3,120	-13	+1	19	4,677	190	197	174
East North Central.....	-5	-14	23	4,650	-6	+10	22	7,511	164	166	128
West North Central.....	-11	-19	11	999	-4	-11	9	1,698	238	197	221
South Atlantic.....	-12	+3	15	1,197	+1	+5	12	2,864	264	227	252
East South Central.....	-5	-8	36	5,738	-13	+5	23	10,076	227	254	185
West South Central.....	-1	-10	7	686	-1	-1	5	1,290	224	223	196
Pacific.....											
Jewelry.....	-11	-68	133	3,735	-4	+7	78	12,471	482	433	137
New England.....	-14	-68	8	241	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-17	-63	38	1,096	+4	-3	18	2,583	415	274	130
East North Central.....	+5	-67	37	947	+2	+10	24	3,930	466	504	143
West North Central.....	-14	-72	14	382	-10	+15	11	1,963	576	508	128
South Atlantic.....	-19	-71	8	312	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East South Central.....	+26	-75	5	149	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	-16	-72	21	605	-11	+11	15	3,124	555	520	142
Pacific.....											

See footnotes at end of table.

JANUARY 1953

[Data are shown by geographic division, where possible without disclosure of individual operations]

Geographic division and kind of business	Sales				Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (Percent)		
	Percent change		January 1953 panel		Percent change, Jan. 1953 from--		January 1953 panel				
	Jan. 1953 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)	Jan. 1953 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)			
	Jan. 1952	Dec. 1952			Jan. 1952	Dec. 1952			Jan. 1953	Jan. 1952	Dec. 1952
Lumber and building materials.....	+9	-9	77	\$10,746	-4	+1	55	\$12,871	170	194	150
Middle Atlantic.....	+13	-15	17	2,497	+2	-10	8	1,062	69	76	62
East North Central.....	+7	-17	10	723	+6	+12	8	1,175	225	230	157
West North Central.....	+17	+19	6	588	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	-2	0	12	1,616	-4	+16	10	1,772	205	219	183
South Central.....	+28	+13	5	845	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	+4	-19	7	1,729	-19	+5	6	3,229	202	257	158
Pacific.....	+5	-3	7	1,144	-11	-18	6	1,808	175	228	206
Machinery equipment, supplies (except electrical).....	-10	-4	49	7,824	+6	0	37	17,286	255	212	240
New England.....	-8	-13	5	381	-13	-2	4	1,024	336	350	354
Middle Atlantic.....	-23	-2	7	1,310	0	+5	4	1,868	157	118	141
East North Central.....	-2	-3	10	1,299	+14	+1	7	1,650	214	168	180
South Atlantic.....	+1	+23	9	815	-5	-1	7	2,013	269	283	343
West South Central.....	-10	+18	5	2,005	+14	+3	5	6,883	343	271	395
Pacific.....	-16	+9	8	1,026	+3	+1	6	2,266	294	229	328
Metals.....	+20	-14	43	15,286	+26	+4	39	22,904	153	145	125
Paints and varnishes.....	+12	+24	50	5,141	-13	-3	46	15,104	298	383	384
Plumbing and heating supplies.....	-9	-13	134	14,575	-8	+4	112	28,124	222	217	182
New England.....	+5	+17	7	317	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-3	-12	32	2,315	-9	+9	25	3,980	207	224	154
East North Central.....	-11	-21	15	1,086	-10	+8	13	2,539	274	268	198
West North Central.....	+5	-20	15	1,130	-8	+6	13	3,188	302	350	224
South Atlantic.....	-11	-14	36	6,172	-8	-1	36	12,159	197	191	171
East South Central.....	-17	-9	11	1,777	-10	+12	9	3,069	192	171	160
Pacific.....	-2	-9	5	987	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Refrigeration equipment, parts (commercial).	-11	-5	64	1,372	-7	+1	53	3,506	324	320	313
Middle Atlantic.....	-24	-3	14	433	-23	0	11	908	287	274	290
East North Central.....	+2	-1	19	175	-5	+1	14	528	412	543	415
West North Central.....	+6	-12	5	147	+32	-1	5	417	284	227	250
South Atlantic.....	-1	-6	16	372	-1	-2	16	1,165	313	315	299
South Central.....	-11	-6	4	129	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-25	-11	4	71	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Surgical, medical, equipment, supplies.....	-8	+2	38	5,258	+9	-1	30	6,525	137	116	143
Middle Atlantic.....	-7	+2	6	899	+35	+15	4	841	109	77	100
East North Central.....	-15	-4	10	2,244	+11	-9	7	2,682	136	101	142
South Atlantic.....	+20	+27	8	951	+3	+11	7	1,049	113	132	128
Pacific.....	-13	-1	5	283	+16	+6	5	700	247	184	230
Beer.....	-8	-22	34	1,388	-14	-2	28	623	50	55	40
Middle Atlantic.....	-20	-28	7	292	-16	-16	6	73	25	24	22
East North Central.....	-4	-23	10	440	-19	+6	10	209	48	57	35
West North Central.....	-17	-23	6	97	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	-9	-16	5	328	+13	+3	4	187	64	53	53
Chemicals, industrial.....	+7	-1	13	2,665	-9	-2	10	1,508	62	74	62
Clothing and furnishings (except shoes).....	+13	+8	18	3,099	+15	+19	10	2,613	167	151	188
Coal.....	-23	-14	20	4,145	+8	-15	18	4,480	112	79	113
Confectionery.....	-3	-20	39	1,283	+3	+7	20	772	119	117	93
Middle Atlantic.....	-1	-22	7	321	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	+3	-28	4	103	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	-4	-8	10	227	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East South Central.....	-16	-26	8	210	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	+3	-20	4	198	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Dairy and poultry products.....	-11	-16	26	7,116	-24	-22	20	2,025	32	37	37
Drugs and sundries (liquor excluded).....	+12	+17	197	75,410	+8	+6	155	94,034	155	161	173
New England.....	+6	+2	11	2,903	+1	+2	9	3,794	177	180	176
Middle Atlantic.....	+5	+12	23	11,386	+6	+11	16	10,271	149	147	153
East North Central.....	+10	+12	26	11,930	+13	+11	19	13,618	152	146	150
West North Central.....	+17	+22	19	7,994	+4	+5	16	9,557	138	156	161
South Atlantic.....	+18	+24	31	9,707	+9	+5	22	10,664	147	161	176
East South Central.....	+17	+23	16	4,663	+4	+3	12	5,912	156	177	185
West South Central.....	+16	+26	34	11,272	+13	+5	28	16,686	174	179	209
Mountain.....	+14	+36	13	3,971	+7	+7	11	5,908	156	165	198
Pacific.....	+11	+11	24	11,986	+5	+1	22	17,624	153	166	168
Dry goods.....	+10	+9	166	38,181	+8	+5	138	70,683	228	228	241
New England.....	-3	-24	6	490	+10	+10	6	976	199	175	138
Middle Atlantic.....	+13	+4	45	7,521	+5	+9	35	9,093	251	219	216
East North Central.....	+17	+6	12	4,000	+39	+1	12	7,257	181	152	189
West North Central.....	+17	+25	16	13,291	+2	+3	14	31,639	239	274	293
South Atlantic.....	0	-7	26	3,890	+8	+8	20	7,984	225	208	197
East South Central.....	-8	+11	15	1,770	+1	+20	11	3,054	211	189	207
West South Central.....	+6	+26	18	2,226	+36	+4	18	5,086	228	177	278
Mountain.....	-2	-7	5	280	+9	+14	5	926	331	297	270
Pacific.....	+4	-4	23	4,713	-8	+6	17	4,668	219	240	219
Farm supplies.....	-12	+7	18	2,983	-6	+1	9	1,245	112	114	129
Fresh fruits and vegetables.....	-10	-19	60	4,678	+2	+13	39	1,098	40	33	29
New England.....	-23	-24	6	267	-7	-4	5	27	16	12	12
Middle Atlantic.....	-18	-20	16	1,125	+34	+17	11	337	48	31	35
East North Central.....	+8	-19	14	1,588	-4	0	6	47	15	14	12
West North Central.....	-19	-26	7	574	+1	+5	7	217	38	30	27
South Atlantic.....	-17	-23	5	243	-38	-11	4	40	17	24	16
East South Central.....	-8	-5	5	207	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-8	-3	4	472	(x)	(x)	(x)	(x)	(x)	(x)	(x)

See footnotes at end of table.

WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

JANUARY 1953

[Data are shown by geographic division, where possible without disclosure of individual operations]

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Geographic division and kind of business	Sales				Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (Percent)		
	Percent change		January 1953 panel		Percent change		January 1953 panel		Jan. 1953	Jan.. 1952	Dec. 1952
	Jan. 1953 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)	Jan. 1953 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)			
	Jan. 1952	Dec. 1952			Jan. 1952	Dec. 1952					
Groceries, total.....	0	+1	864	\$145,847	-2	-1	705	\$140,338	124	127	125
Nonaffiliated full-line wholesalers ³	-1	+2	544	58,350	-4	-1	464	61,964	127	130	130
New England.....	+4	+1	6	1,450	+14	-4	5	2,485	181	165	189
Middle Atlantic.....	+2	0	19	3,086	-1	+2	12	3,273	132	139	131
East North Central.....	-6	+4	132	10,919	-12	-6	128	12,938	125	132	139
West North Central.....	+4	0	64	6,960	+5	+2	50	7,648	139	142	134
South Atlantic.....	-3	+9	56	7,658	+3	+7	37	7,127	128	117	130
East South Central.....	-4	+1	44	4,907	-3	+5	34	5,206	139	136	136
West South Central.....	+3	+8	106	14,808	-3	+4	83	13,873	120	129	122
Mountain.....	0	-5	24	2,544	+3	+7	24	3,716	146	142	129
Pacific.....	-6	-13	93	6,018	-15	-20	91	5,698	104	112	109
Voluntary-group wholesalers.....	+2	0	193	58,208	0	-1	148	52,882	121	126	119
New England.....	+2	-16	9	3,439	+2	-1	7	1,985	106	116	119
Middle Atlantic.....	-7	+7	32	12,346	+1	0	22	8,148	130	124	124
East North Central.....	0	-5	41	9,802	-1	+1	28	8,143	95	100	92
West North Central.....	+7	-1	68	18,784	+1	-2	68	24,999	133	140	134
South Atlantic.....	0	+1	12	3,059	+1	+14	6	1,860	118	111	101
Pacific.....	+8	+23	24	6,450	+5	+5	10	2,695	116	111	116
Retailer-cooperative warehouses.....	+3	+1	22	11,217	-3	0	15	6,126	98	104	103
Specialty lines wholesalers.....	-4	+5	105	18,072	0	0	78	19,366	131	126	134
New England.....	+14	+24	5	291	+56	+57	4	148	52	38	42
Middle Atlantic.....	-10	+19	23	4,869	+10	+5	17	4,424	100	81	116
East North Central.....	-13	+14	9	885	+3	-2	6	323	71	73	84
South Atlantic.....	-2	+7	20	2,217	-2	+6	14	2,388	119	119	119
East South Central.....	-10	-1	5	716	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	+7	+5	5	359	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	+35	+20	7	1,359	+48	+43	6	1,036	82	77	70
Pacific.....	-4	-6	28	7,185	-7	-7	24	10,143	189	190	174
Leather and shoe findings.....	-1	-9	24	366	0	+8	12	960	508	490	494
Middle Atlantic.....	+8	-14	6	42	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	+7	-16	5	75	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-9	-11	6	174	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products.....	-15	-8	40	20,694	-19	+10	36	8,575	47	49	38
Middle Atlantic.....	-16	-9	11	3,896	+5	+3	11	2,159	55	44	49
East North Central.....	-20	-16	13	8,303	-23	+13	12	4,106	52	54	39
Pacific.....	-16	+19	5	4,456	-33	+4	4	650	24	28	25
Paper and its products.....	-2	+1	60	9,107	+2	+2	39	8,582	138	128	137
New England.....	-15	-20	4	246	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-5	+15	16	2,726	-11	0	10	1,588	96	101	113
East North Central.....	-2	+7	18	3,435	+3	+2	13	2,733	101	91	103
South Atlantic.....	-3	+1	7	852	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+10	-25	7	1,150	+7	0	6	2,307	252	261	197
Petroleum.....	-8	-9	29	6,070	+20	-5	28	6,031	100	76	95
Shoes and other footwear.....	+15	+17	33	31,322	-15	-20	29	64,078	207	281	304
Tobacco products.....	0	-21	273	37,935	+2	+6	162	19,809	76	75	57
New England.....	+1	-29	30	2,615	+13	+7	12	2,410	205	187	150
Middle Atlantic.....	+1	-24	51	11,891	0	+6	36	8,203	84	85	61
East North Central.....	0	-23	65	7,473	+1	+5	39	2,574	60	59	45
West North Central.....	-2	-20	42	4,612	-4	+4	33	2,343	64	67	48
South Atlantic.....	+4	-12	27	5,400	+7	+3	21	2,677	61	58	49
East South Central.....	+1	-16	12	1,734	-5	-2	6	518	47	53	43
West South Central.....	-5	-11	23	1,952	-3	-9	9	504	58	52	56
Mountain.....	-6	-11	8	460	+15	+53	7	316	71	58	42
Pacific.....	-7	-26	15	1,798	+4	+8	6	264	62	64	51
Wines and spirits ⁴	+3	-50	275	78,672	-15	-4	235	109,223	162	196	83
New England.....	-14	-61	24	3,405	-21	+44	18	5,927	267	281	67
Middle Atlantic.....	+18	-57	48	23,600	-24	-14	46	29,762	145	219	70
East North Central.....	-2	-49	45	10,938	-2	-3	35	15,693	163	163	85
West North Central.....	-6	-40	31	6,597	-10	-2	26	8,959	186	193	109
South Atlantic.....	-2	-40	40	11,052	-8	+5	38	14,661	136	145	78
East South Central.....	0	-48	15	2,759	+9	+1	11	4,620	249	207	117
West South Central.....	+1	-47	34	7,534	-16	-5	31	12,072	166	200	93
Mountain.....	+56	+2	12	3,964	+17	+44	10	3,767	108	152	82
Pacific.....	-13	-53	26	8,823	-26	-10	20	13,762	201	230	104
Miscellaneous.....	-1	+13	43	9,401	+18	-3	30	9,345	166	123	173

x Insufficient data to show separately.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the mark-up of sales, which varies from trade to trade.² The United States total and totals for some trades include a number of establishments not assigned to a geographic division.³ Not affiliated with voluntary or cooperative groups.⁴ Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

Note: Percentage changes are computed on an unweighted basis by summarizing all reports received in time for tabulation. Since coverage varies by kind of business and geographic division depending upon participation of wholesalers in the reporting service, data shown may not necessarily represent trends of all wholesalers. They do reflect, however, the experience of those wholesalers submitting data in each of the periods for which comparisons are made.

States comprising geographic divisions

New England (Conn., Maine, Mass., N.H., R.I., Vt.)
 Middle Atlantic (N.J., N.Y., Pa.)
 East North Central (Ill., Ind., Mich., Ohio, Wis.)
 West North Central (Iowa, Kan., Minn., Mo., Nebr., N.Dak., S.Dak.)
 South Atlantic (Del., Fla., Ga., Md., N.C., S.C., Va., W.Va.)

East South Central (Ala., Ky., Miss., Tenn.)
 West South Central (Ark., La., Okla., Texas)
 South Central - East South Central and West South Central combined.
 Mountain (Ariz., Colo., Idaho, Mont., Nev., N.Mex., Utah, Wyo.)
 Pacific (Calif., Oreg., Wash.)

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Ref

MONTHLY

WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE

Sinclair Weeks, Secretary

BUREAU OF THE CENSUS

Robert W. Burgess, Director

FEBRUARY 1953

FOR RELEASE
APRIL 1, 1953

SALES AND INVENTORIES

Sales and inventory trends presented in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 4,281 wholesale establishments in various lines of business.

SALES

February sales of wholesalers rose 2 percent above the previous month and were up 3 percent over sales a year ago. Cumulative sales for the first two months of 1953 were 2 percent over the corresponding period of last year.

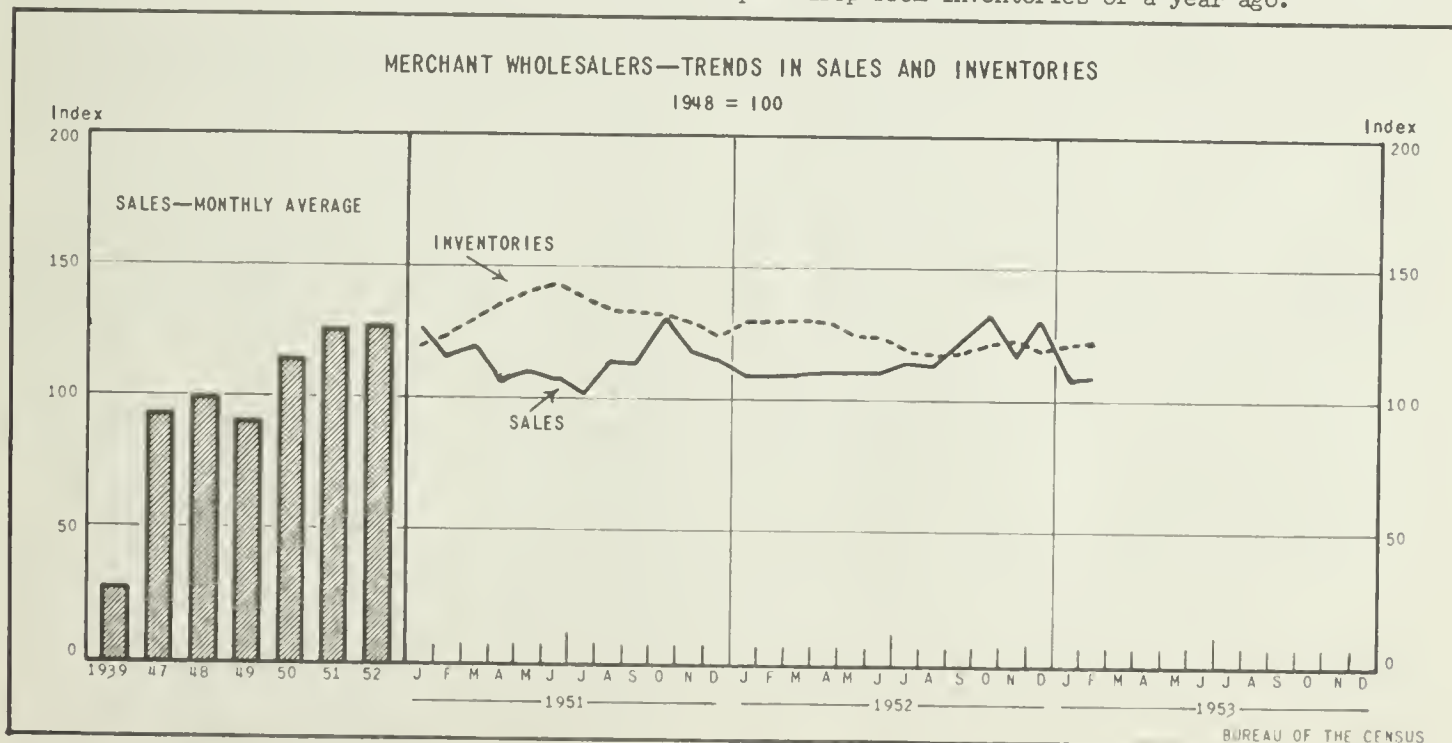
Most geographic divisions reflected small gains over January sales. The West North Central Division, up 4 percent, led the six divisions indicating sales increases. Declines, however, were reported by the Pacific (-2%), East South Central (-3%), and West South Central (-3%) Divisions. Compared with February 1952 sales, gains of 1 to 6 percent were reported by all divisions except the West North Central, which showed practically no change. The Mountain Division, which reported the largest increase over a year ago, also noted the principal year-ago gain in January.

Of the 37 trades covered in this report, 19 reflected sales higher than a month earlier. The largest gains were reported by jewelry (35%), farm supplies (31%), and electrical appliances and specialties (23%). While tobacco products showed practically no change from the previous month, 17 other trades indicated declines of 1 to 15 percent, the sharpest drop being reported by grocery specialty lines. Compared with sales a year ago, 16 trades experienced gains while 21 trades reflected declines. Electrical appliances and specialties, up 21 percent, and metals, up 20 percent, showed the most substantial increases, while farm supplies, down 34 percent, indicated the heaviest decrease.

INVENTORIES

Wholesalers' inventories (valued at cost) as of February 28, 1953, were 3 percent above stocks on hand January 31, but 2 percent below inventories of a year ago. Based on the reports of 3,298 establishments submitting inventories in conjunction with sales, the February stock-sales ratio of 169 percent was 2 points higher than that reported for the previous month, but 8 points below the February 1952 ratio.

Inventory gains over January 31 were indicated in all divisions except the Pacific, which experienced a slight (1%) decline. Increases ranged from 2 percent in the New England Division to 8 percent in the Mountain Division. Compared with stocks on hand at the end of February last year, small gains of 1 and 2 percent were reflected in five divisions, while the remaining four divisions showed declines varying from 1 to 6 percent. The Pacific Division reflected the sharpest drop from inventories of a year ago.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

42120

WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

FEBRUARY 1953

[Data are shown by geographic division, where possible without disclosure of individual operations]

[Data are shown by geographic division, where possible without disclosure of individual operations.]												
Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change		February 1953 panel			Percent change, Feb. 1953 from--		February 1953 panel		Feb. 1953	Feb. 1952	Jan. 1953
	Feb. 1953 from--		2 mo. 1953 from	Number of estab- lishments report- ing	Reported dollar values (add 000)	Feb. 1953 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)			
	Feb. 1952	Jan. 1953				Feb. 1952	Jan. 1953					
United States, total ³	+3	+2	+2	4,281	\$797,915	-2	+3	3,298	\$1,121,793	169	177	167
New England.....	+5	+3	0	259	36,335	-5	+2	179	43,051	156	171	155
Middle Atlantic.....	+3	+3	+1	753	154,502	-3	+3	574	171,669	138	149	143
East North Central.....	+2	+3	0	810	143,697	+1	+6	651	187,097	149	151	146
West North Central.....	0	+4	+1	528	103,882	-1	+3	401	170,842	191	195	191
South Atlantic.....	+4	+2	+2	551	90,463	+2	+4	432	126,442	170	174	167
East South Central.....	+1	-3	+2	210	34,889	+1	+6	158	52,886	182	180	168
West South Central.....	+2	-3	+4	397	71,568	+1	+4	312	115,580	192	194	178
Mountain.....	+6	+2	+9	179	26,089	+2	+8	144	39,839	179	184	168
Pacific.....	+4	-2	+3	544	101,281	-6	-1	397	136,915	179	198	178
Automotive supplies.....	+16	+16	+8	365	19,642	-2	+3	186	16,905	282	318	278
New England.....	+18	-4	+18	16	501	-17	+4	4	180	273	338	258
Middle Atlantic.....	+5	-3	+3	47	997	-3	+3	43	2,388	286	315	268
East North Central.....	+15	+10	+2	70	3,540	-4	+2	45	4,927	256	303	257
West North Central.....	+21	+30	+10	84	4,632	-3	-1	17	1,116	311	315	303
South Atlantic.....	+21	+19	+11	24	3,351	-13	+2	17	1,616	328	347	305
East South Central.....	+15	+29	+12	11	2,120	+7	+4	6	1,594	264	306	311
West South Central.....	+21	+12	+6	27	1,049	+6	+2	17	1,331	329	354	333
Mountain.....	+21	+12	+6	27	1,049	+6	+2	17	1,331	329	354	333
Pacific.....	+11	+9	+8	83	2,859	+2	+6	36	3,721	290	323	272
Electrical group, total.....	+11	+13	+7	695	155,090	-7	+11	626	227,440	152	184	157
Full-line wholesalers.....	+11	+12	+7	447	118,777	-9	+11	439	187,712	159	195	162
New England.....	+5	+6	-2	34	6,930	-20	+7	34	11,428	165	217	164
Middle Atlantic.....	+2	+11	-1	63	18,079	-20	+8	60	26,561	149	191	154
East North Central.....	+9	+14	+5	88	27,715	-7	+14	87	38,958	141	164	141
West North Central.....	+15	+20	+7	45	10,168	-10	+10	45	16,603	163	209	178
South Atlantic.....	+13	+20	+5	63	17,093	-1	+12	61	28,543	171	198	183
East South Central.....	+21	+6	+23	29	6,180	+5	+16	28	10,166	168	193	153
West South Central.....	+14	+10	+17	48	11,086	-2	+17	48	22,211	200	235	190
Mountain.....	+18	+11	+18	22	4,462	-11	+14	22	6,941	155	205	151
Pacific.....	+14	+7	+11	55	17,064	-14	+4	54	26,301	155	206	161
Wiring supplies, construction materials distributors.....	-2	-2	-5	129	10,252	+10	+4	94	13,513	150	151	157
New England.....	-17	-2	-14	12	693	+3	-3	4	234	164	173	169
Middle Atlantic.....	-7	-5	-8	28	1,043	+2	-1	20	1,556	180	162	174
East North Central.....	-1	+9	-8	30	3,191	+17	+8	25	4,893	129	151	179
West North Central.....	-6	-25	+7	11	1,090	+12	+5	9	1,779	251	203	163
South Atlantic.....	+8	+1	0	19	1,920	+1	+10	16	1,924	114	122	103
East South Central.....	+19	-8	-17	11	1,106	+13	+4	8	1,617	193	133	154
West South Central.....	+18	+16	+13	5	442	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	+20	-2	+15	13	767	+11	-5	20	1,175	172	190	180
Pacific.....	+21	+23	+15	119	23,061	+7	+11	93	26,215	114	131	128
Appliances and specialties wholesalers.....	+31	+15	+18	13	2,122	-11	+7	10	1,795	96	146	103
New England.....	+23	+39	+7	25	10,229	-2	+6	19	7,773	82	105	109
Middle Atlantic.....	+23	+8	+28	17	3,298	+9	+12	12	3,414	133	146	123
East North Central.....	+15	+12	+14	12	1,288	-1	+13	11	2,174	175	201	173
West North Central.....	+20	+20	+14	26	3,687	+27	+19	20	4,250	168	171	177
South Atlantic.....	+12	+35	+11	12	2,127	+12	+14	10	3,059	148	147	176
East South Central.....	+3	+10	+16	6	1,133	+32	+14	6	2,013	178	138	171
West South Central.....	+24	+6	+38	8	2,177	+10	+10	5	1,737	88	96	83
Mountain.....	+7	+15	+6	67	10,900	+20	+8	50	18,370	205	186	223
Pacific.....	-16	+2	-10	14	1,895	+5	+5	10	3,603	255	213	272
Furniture and house furnishings.....	0	+24	-5	8	1,866	+34	+15	7	4,099	237	176	256
Middle Atlantic.....	-4	+36	-10	9	1,114	+30	+7	9	3,013	270	200	345
East North Central.....	-1	+25	+3	12	979	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central.....	+26	-7	+26	4	619	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	+35	+5	+29	8	2,274	+22	-2	6	2,263	110	125	118
East South Central.....	-1	+13	-5	161	56,324	0	+8	134	143,683	290	286	304
West South Central.....	0	+25	-11	33	7,519	+20	+9	28	18,393	267	224	310
Mountain.....	+5	+22	+3	23	10,644	0	+13	20	25,718	264	277	287
Pacific.....	-13	+15	-12	19	9,783	-7	+6	19	32,537	333	314	363
Hardware.....	-4	-5	-7	24	4,348	+2	+7	20	11,832	302	281	266
Middle Atlantic.....	-1	0	-6	15	4,222	+2	+8	13	10,212	269	258	252
East North Central.....	-2	+5	-5	15	4,856	0	+2	9	8,642	293	278	296
West North Central.....	-5	+10	-8	8	1,906	+4	+16	5	3,462	412	350	350
South Atlantic.....	+8	+12	+2	21	12,706	-1	+6	17	31,888	282	310	298
East South Central.....	-8	+1	-8	131	18,783	-7	-1	102	32,323	201	200	208
West South Central.....	-8	-6	-11	11	875	-6	+2	9	2,153	318	310	292
Mountain.....	-11	+2	-13	25	3,139	-11	-2	18	4,590	177	181	182
Pacific.....	-9	+1	-7	22	4,874	-8	0	20	7,663	161	160	163
Industrial supplies.....	-9	+1	-7	22	4,874	-8	0	20	7,663	161	160	163
New England.....	0	+5	-6	9	1,166	-10	-1	8	1,885	198	228	219
Middle Atlantic.....	-16	-5	-14	19	1,514	0	+1	16	3,578	266	218	254
East North Central.....	-9	+1	-9	8	1,879	-4	+8	7	4,061	223	209	210
West North Central.....	-4	-2	-3	28	3,928	-9	-9	16	5,764	222	230	256
South Atlantic.....	+3	+11	+2	9	1,408	-3	-3	8	2,629	202	214	229
East South Central.....	-12	+35	-12	133	5,440	-3	+5	82	13,071	330	302	449
West South Central.....	-4	+40	-8	7	328	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	-24	+21	-22	37	1,635	-7	-1	18	3,103	353	268	446
Pacific.....	-2	+25	+1	41	1,441	+3	+7	29	4,297	336	331	382
Jewelry.....	-10	+83	-11	13	653	-1	+14	11	2,240	345	315	559
New England.....	-8	+30	-15	6	250	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+6	-2	+15	5	146	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	-10	+62	-13	21	971	-5	+2	13	2,521	323	312	516
West North Central.....	-10	+62	-13	21	971	-5	+2	13	2,521	323	312	516
South Atlantic.....	-10	+62	-13	21	971	-5	+2	13	2,521	323	312	516
East South Central.....	-10	+62	-13	21	971	-5	+2	13	2,521	323	312	516
West South Central.....	-10	+62	-13	21	971	-5	+2	13	2,521	323	312	516
Mountain.....	-10	+62	-13	21	971	-5	+2	13	2,521	323	312	516
Pacific.....	-10	+62	-13	21	971	-5	+2	13	2,521	323	312	516

See footnotes at end of table.

FEBRUARY 1953

[Data are shown by geographic division, where possible without disclosure of individual operations]

Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change		February 1953 panel		Reported dollar values (add 000)	Percent changes		February 1953 panel		Feb. 1953	Feb. 1952	Jan. 1953
	Feb. 1953 from--		Number of estab- lishments report- ing	Feb. 1953 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)					
	Feb. 1952	Jan. 1953		Feb. 1952				Jan. 1953				
Lumber and building materials.....	-4	+1	+2	7	\$10,568	+6	+4	57	\$13,581	173	156	162
Middle Atlantic.....	-22	-23	-5	16	1,753	-5	-11	10	1,025	82	65	70
East North Central.....	+26	+20	+16	9	765	-3	-7	7	1,008	174	241	249
West North Central.....	-1	+3	+7	7	637	-2	+10	4	383	113	122	88
South Atlantic.....	-6	-7	-4	12	1,496	+14	-7	10	1,644	206	172	205
South Central.....	+19	+3	+24	5	867	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	-3	+14	0	7	1,974	-9	+13	6	3,642	192	205	202
Pacific.....	-9	+19	-3	8	1,370	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Machinery equipment, supplies (except electrical).....	-3	+7	-7	54	8,291	+8	+3	43	17,142	243	212	251
New England.....	+3	-1	-4	4	241	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-18	0	-21	7	1,324	-5	-1	4	1,844	152	127	157
East North Central.....	+11	+7	+5	10	1,495	+12	+3	7	1,675	192	157	188
South Atlantic.....	-5	-2	-2	6	711	+1	+1	5	2,042	316	238	272
West South Central.....	-5	-16	-8	14	1,683	+18	+2	14	7,174	426	341	352
Pacific.....	-1	+26	-8	8	1,292	+5	+1	6	2,279	225	227	294
Metals.....	+20	+1	+19	44	15,935	+30	+5	40	25,230	161	148	156
Paints and varnishes.....	+14	+12	+13	49	5,534	-14	-2	45	14,537	267	356	304
Plumbing and heating supplies.....	-11	-1	-10	134	14,857	-6	+3	111	28,601	225	214	222
New England.....	-6	-18	0	7	261	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-10	-8	-7	29	1,991	-9	+4	22	3,532	209	204	193
East North Central.....	+3	+9	-4	16	1,238	-5	+11	14	2,952	273	294	273
West North Central.....	+3	+18	+4	15	1,282	-5	+6	13	3,175	264	287	298
South Atlantic.....	-13	-3	-12	39	6,608	-16	-2	38	12,420	201	195	201
East South Central.....	-10	-3	-14	11	1,723	-1	+7	9	3,260	206	186	191
Pacific.....	-10	-1	-6	5	982	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Refrigeration equipment, parts (commercial).	+6	+2	-2	74	1,594	-11	-1	64	3,695	277	340	301
Middle Atlantic.....	-1	+7	-13	15	505	-23	-8	11	833	252	349	287
East North Central.....	-5	-35	-1	16	169	-3	-3	14	494	202	251	238
West North Central.....	+32	+5	+18	5	154	+7	-3	5	405	263	322	284
South Atlantic.....	+14	+7	+7	22	409	-1	+3	22	1,254	307	354	317
South Central.....	-11	+22	-11	4	157	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+20	+14	0	9	152	-9	+4	8	395	403	443	438
Surgical, medical, equipment, supplies.....	-8	-7	-8	34	4,844	-1	-10	26	5,608	130	120	133
Middle Atlantic.....	0	+1	-4	7	958	+33	0	5	950	116	87	116
East North Central.....	-11	-4	-13	10	2,152	+2	-12	7	2,373	126	108	136
South Atlantic.....	+5	-25	+14	5	575	-21	-20	4	572	103	135	96
South Central.....	+13	-1	-6	4	550	-2	+3	4	708	129	124	124
Beer.....	+1	+2	-4	41	1,516	-16	+4	34	708	52	64	51
Middle Atlantic.....	+1	+5	-10	8	325	-13	-1	7	78	24	28	26
East North Central.....	0	-3	-2	12	469	-18	+5	11	235	53	64	48
West North Central.....	-7	+16	-12	5	92	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	+6	+1	-2	5	331	+4	-5	4	177	59	65	64
Pacific.....	-4	+1	-1	8	257	-34	+11	7	157	70	103	65
Chemicals, industrial.....	+7	-4	+7	13	2,635	-10	-6	9	1,416	60	73	62
Clothing and furnishings (except shoes).....	-3	+2	+5	15	2,804	+8	-5	9	2,379	145	140	163
Coal.....	-6	-5	-16	19	3,825	+13	-14	17	3,819	103	85	114
Confectionery.....	-3	-6	-3	37	1,128	0	-3	19	736	121	118	119
Middle Atlantic.....	0	-11	0	6	226	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	-4	-8	-1	4	95	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	0	-7	-2	10	212	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East South Central.....	-4	-2	-10	8	206	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	-12	-5	-5	4	189	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Dairy and poultry products.....	-3	-7	-7	24	6,278	-1	-4	17	1,826	32	31	32
Drugs and sundries (liquor excluded).....	+2	-10	+7	199	66,474	+9	+2	159	96,041	181	170	160
New England.....	-2	-7	+2	11	2,755	+5	+2	9	3,955	190	181	166
Middle Atlantic.....	+7	-5	+6	26	11,505	+8	+4	19	11,942	161	163	150
East North Central.....	+5	-8	+8	25	10,629	+13	+4	18	12,691	167	155	145
West North Central.....	+2	-17	+9	18	6,410	+3	+1	15	9,281	170	168	140
South Atlantic.....	+5	-7	+1	31	9,447	+10	+7	23	11,981	176	168	154
East South Central.....	-2	-17	+6	15	3,614	+5	+3	11	5,491	191	178	152
West South Central.....	-2	-24	+8	33	8,264	+14	+3	28	16,612	244	206	176
Mountain.....	-8	-17	+5	13	2,307	+7	+3	11	5,093	232	199	189
Pacific.....	+2	+1	+6	27	11,843	+6	-5	25	18,995	161	155	173
Dry goods.....	+4	+2	+7	157	38,106	+11	+2	129	73,114	227	211	232
New England.....	-12	+11	-8	6	537	+17	+24	6	975	182	137	177
Middle Atlantic.....	-2	-14	+6	41	6,285	+11	+1	32	9,904	263	233	261
East North Central.....	+19	+4	+18	13	4,429	+33	+1	13	7,724	174	156	179
West North Central.....	+4	+2	+10	18	13,737	+7	-1	16	31,896	233	226	240
South Atlantic.....	+4	+14	+2	23	4,087	+8	+7	17	7,548	204	199	218
East South Central.....	-10	-15	-9	14	1,488	+3	+8	1	3,036	262	225	200
West South Central.....	-3	+5	+1	15	2,745	+31	+5	15	7,023	256	190	257
Mountain.....	-8	+16	-6	6	414	+12	+3	6	1,498	362	298	408
Pacific.....	+10	+14	+7	21	5,184	-3	0	15	4,510	213	218	235
Farm supplies.....	-34	+31	-27	18	4,340	+5	+1	10	1,073	78	63	73
Fresh fruits and vegetables.....	-9	-7	-10	62	4,441	-4	+1	40	1,150	47	49	42
New England.....	-12	-13	-18	7	241	+4	+10	5	57	43	45	39
Middle Atlantic.....	-13	-6	-16	17	1,094	-11	+8	12	299	45	44	38
East North Central.....	-3	-4	+2	14	1,529	-12	-1	6	145	52	50	47
West North Central.....	-13	-13	-16	7	498	-10	0	7	217	44	42	38
South Atlantic.....	-8	-7	-12	6	318	-8	+6	5	83	28	28	24
South Central.....	-6	+8	-13	6	367	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-14	-20	-11	5	414	-15	-10	(x)	(x)	(x)	(x)	(x)

See footnotes at end of table.

WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

FEBRUARY 1953

[Data are shown by geographic division, where possible without disclosure of individual operations]

[Data are shown by geographic division, where possible without disclosure of individual operations]												
Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change		February 1953 panel			Percent change, Feb. 1953 from--		February 1953 panel		Feb. 1953	Feb. 1952	Jan. 1953
	Feb. 1953 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)	Feb. 1953 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)				
	Feb. 1952	Jan. 1953			Feb. 1952	Jan. 1953						
Groceries, total.....	0	-10	0	850	\$131,977	-1	+2	689	\$144,683	140	142	124
Nonaffiliated full-line wholesalers ⁴	-5	-13	-3	546	52,046	-3	+1	459	63,579	147	143	127
New England.....	-2	-13	+1	8	1,461	+4	+1	6	2,711	205	196	176
Middle Atlantic.....	+5	-12	+4	21	3,165	+5	+2	14	4,029	152	156	132
East North Central.....	-11	-13	-9	133	9,529	-13	+2	126	12,851	147	150	125
West North Central.....	+2	-9	+3	64	6,332	+1	-2	50	7,603	150	151	142
South Atlantic.....	-4	-14	-4	59	7,132	+5	+2	37	7,862	150	140	128
East South Central.....	-4	-7	-4	38	3,910	-5	-1	29	4,390	146	148	139
West South Central.....	-1	-10	+1	104	13,655	+1	+5	82	15,357	139	138	119
Mountain.....	+2	-9	+1	25	2,548	+1	+2	23	3,899	163	166	144
Pacific.....	-27	-29	-16	94	4,314	-14	-15	92	4,877	126	103	103
Voluntary-group wholesalers.....	+3	-6	+2	188	54,437	0	+4	147	55,610	132	137	124
New England.....	+3	-7	+2	10	3,477	+5	+5	8	2,364	132	131	105
Middle Atlantic.....	-4	-14	-5	33	10,556	+2	+3	25	8,820	143	137	131
East North Central.....	+9	-2	+4	41	9,384	-1	+3	30	8,821	111	123	106
West North Central.....	+5	0	+6	62	18,420	-2	+3	62	25,219	137	147	134
South Atlantic.....	-2	-10	-1	12	2,751	+3	+4	6	1,934	136	128	118
Pacific.....	+2	-13	+5	24	5,617	0	-6	10	2,535	119	113	116
Retailer-cooperative warehouses.....	+9	-8	+6	22	10,671	+4	+8	16	6,895	116	120	95
Specialty lines wholesalers.....	+7	-15	+1	94	14,823	0	+1	67	18,599	154	168	132
New England.....	-29	-36	+2	4	69	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+17	-14	0	19	3,965	+13	+15	12	4,652	136	143	100
East North Central.....	-9	-18	-11	11	733	+3	+1	7	328	73	74	69
South Atlantic.....	+5	-12	+1	17	1,742	-2	-4	11	1,862	119	127	110
East South Central.....	-2	-17	-7	6	647	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	+3	-10	+5	5	322	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	+40	-13	+37	4	1,186	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+2	-16	-1	26	5,990	-6	-2	23	9,877	216	232	190
Leather and shoe findings.....	-4	+4	-3	24	382	0	0	11	956	534	510	514
Middle Atlantic.....	-3	-11	+3	5	33	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	-10	-15	-1	5	64	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+1	+23	-4	6	216	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products.....	-13	-7	-14	38	18,821	-19	+4	34	8,635	52	57	47
Middle Atlantic.....	-15	-9	-16	9	3,157	-7	-3	9	1,836	58	53	54
East North Central.....	-14	-3	-18	13	8,032	-15	+9	12	4,492	59	60	52
Pacific.....	-24	-17	-20	5	3,679	-34	-9	4	593	27	33	24
Paper and its products.....	-3	-9	-3	62	8,876	-8	+1	42	9,242	148	154	138
Middle Atlantic.....	-6	-12	-6	18	2,813	-13	+4	11	1,838	109	112	93
East North Central.....	-1	-8	-1	19	3,359	+3	+2	14	3,216	116	110	109
South Atlantic.....	-2	-8	-3	7	780	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+2	-1	+6	7	1,135	+4	-4	6	2,221	253	248	252
Petroleum.....	-10	-4	-9	28	5,790	+11	-14	28	5,167	89	72	100
Shoes and other footwear.....	-1	+3	+6	35	33,596	-7	-2	31	68,609	207	220	217
Tobacco products.....	+2	0	+1	276	37,717	+6	+3	162	19,468	77	74	75
New England.....	+6	+9	+4	33	3,051	+10	+9	13	2,582	187	177	189
Middle Atlantic.....	+4	+1	+2	54	11,667	+7	+3	34	7,623	83	81	83
East North Central.....	+5	0	+2	66	7,732	0	-2	39	2,677	58	60	59
West North Central.....	-4	0	-3	42	4,630	0	+3	33	2,424	66	64	64
South Atlantic.....	+4	-4	+4	26	5,143	+15	+4	20	2,772	67	59	61
East South Central.....	-1	-9	0	11	1,404	+10	+10	5	475	58	53	47
West South Central.....	-1	-4	-3	23	1,808	-7	-4	8	457	57	58	57
Mountain.....	+5	0	0	10	559	+10	-5	6	285	66	62	69
Pacific.....	-1	+6	-4	11	1,723	-1	-4	4	173	54	60	56
Wines and spirits ⁵	+6	+9	+5	288	87,578	-13	-5	233	106,254	146	175	167
New England.....	+12	+34	0	23	4,842	-11	-1	14	3,409	136	142	172
Middle Atlantic.....	+12	+16	+15	50	28,694	-16	-4	46	30,143	122	160	148
East North Central.....	+11	+6	+4	41	11,341	+2	-4	32	14,461	146	158	160
West North Central.....	-4	+2	-5	35	7,832	-9	-1	30	12,947	217	226	214
South Atlantic.....	+3	+8	0	42	11,020	-10	-5	40	14,355	134	155	153
East South Central.....	+3	+6	+1	14	2,859	-14	-7	11	4,504	200	233	236
West South Central.....	-1	+12	0	35	9,385	-19	-5	30	13,197	147	180	173
Mountain.....	+8	-4	+33	14	2,584	+1	+26	11	2,725	135	144	106
Pacific.....	+1	-9	-7	34	9,021	-25	-20	19	10,513	184	239	210
Miscellaneous.....	-5	-3	-3	33	9,157	+17	+1	20	9,815	161	127	170

x Insufficient data to show separately.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the mark-up of sales, which varies from trade to trade.² Includes reports received too late for inclusion in previous monthly trends.³ The United States total and totals for some trades include a number of establishments not assigned to a geographic division.⁴ Not affiliated with voluntary or cooperative groups.⁵ Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

Note: Percentage changes are computed on an unweighted basis by summarizing all reports received in time for tabulation. Since coverage varies by kind of business and geographic division depending upon participation of wholesalers in the reporting service, data shown may not necessarily represent trends of all wholesalers. They do reflect, however, the experience of those wholesalers submitting data in each of the periods for which comparisons are made.

States comprising geographic divisions

New England (Conn., Maine, Mass., N.H., R.I., Vt.)

Middle Atlantic (N.J., N.Y., Pa.)

East North Central (Ill., Ind., Mich., Ohio, Wis.)

West North Central (Iowa, Kans., Minn., Mo., Nebr., N.Dak., S.Dak.)

South Atlantic (Del., Fla., Ga., Md., N.C., S.C., Va., W.Va.)

East South Central (Ala., Ky., Miss., Tenn.)

West South Central (Ark., La., Okla., Texas)

South Central - East South Central and West South Central combined.

Mountain (Ariz., Colo., Idaho, Mont., Nev., N.Mex., Utah, Wyo.)

Pacific (Calif., Oreg., Wash.)

Ref.

U. S. DEPARTMENT OF COMMERCE

Sinclair Weeks, Secretary

BUREAU OF THE CENSUS

Robert W. Burgess, Director

WHOLESALE TRADE

REPORT

MARCH 1953

FOR RELEASE
MAY 1, 1953

SALES AND INVENTORIES

Sales and inventory trends presented in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 4,312 wholesale establishments in various lines of business.

SALES

March sales of merchant wholesalers increased 12 percent over the previous month and were 13 percent above sales a year ago. First-quarter 1953 sales were 6 percent higher than sales in the corresponding period of last year.

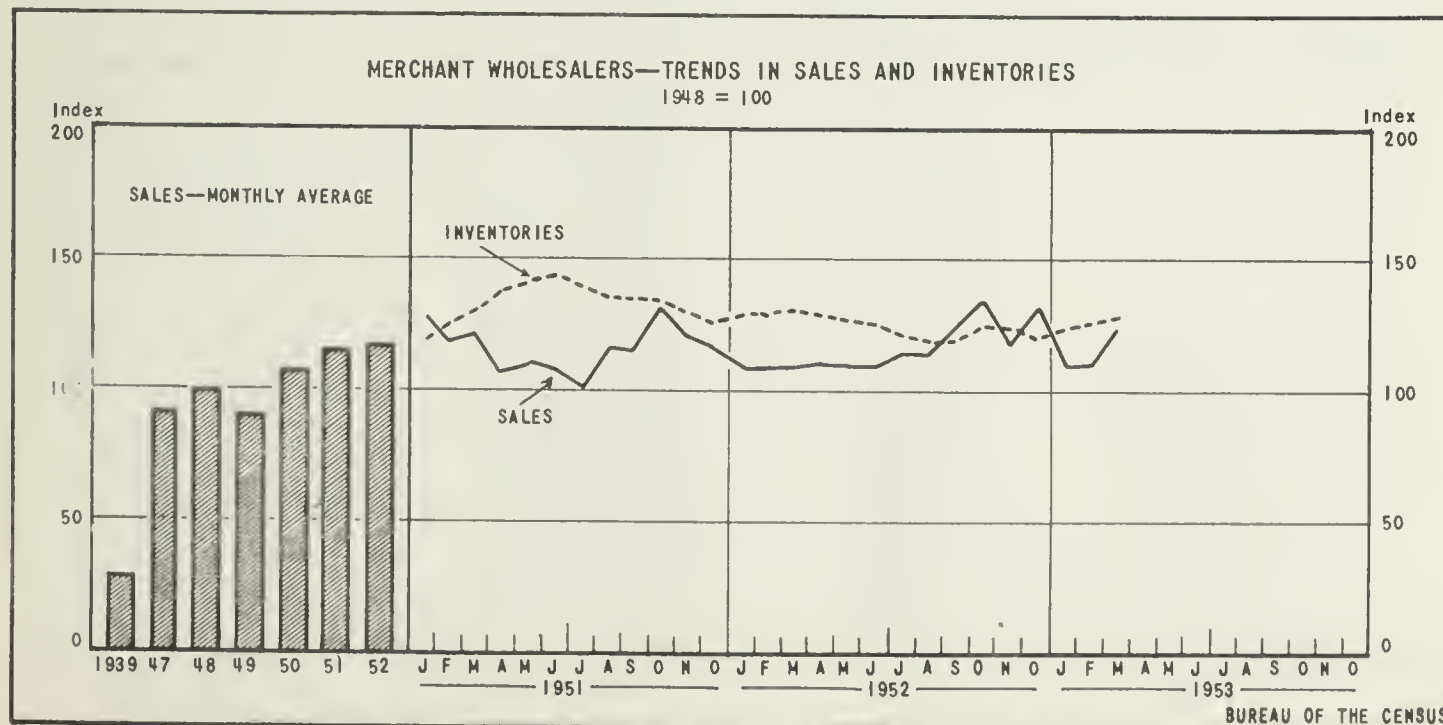
All geographic divisions experienced sales gains over a month earlier, as well as above March a year ago. Increases over February sales ranged from 7 to 20 percent, the principal increase being noted in the Pacific Division. Compared with a year ago, sales gains ranged from 7 percent in the West South Central Division to 17 percent in the Pacific Division. The Mountain Division, with first-quarter 1953 sales up 11 percent, reported the most substantial gain over first-quarter 1952.

Of the 37 trades covered in this report, all but three indicated sales above February. Automotive supplies indicated a decline of 8 percent, while coal and drugs and sundries reported practically no change from the previous month. Farm supplies, up 58 percent, reflected the principal increase, while other substantial gains were shown by grocery specialty lines (32%), refrigeration equipment (27%), and jewelry (25%). With three exceptions--machinery equipment and supplies (-1%), fresh fruits and vegetables (-3%), and leather and shoe findings (no change)--all trades also reported sales 1 to 34 percent higher than a year ago. Electrical appliances and specialties, which reported the principal gain over March 1952, shared with metals the largest increase (21%) over first-quarter 1952 sales.

INVENTORIES

Inventories (valued at cost) of wholesalers at the end of March were 3 percent above stocks on hand February 28, but slightly (1%) below inventories of a year ago. Based on the reports of 3,321 establishments submitting inventories in conjunction with sales, the March stock-sales ratio of 157 percent was 13 points below that reported for the previous month and 22 points under the March 1952 ratio.

Larger inventories than a month earlier were reported in all divisions except the Mountain, which showed no change. Increases ranged from 1 percent in the West North Central to 7 percent in the Pacific. Compared with stocks on hand a year ago, four divisions showed gains of 1 to 4 percent, two divisions showed no change, and three divisions indicated declines varying from 1 to 4 percent. The Mountain Division showed the largest increase over stocks a year ago, while the Pacific Division reflected the heaviest decline.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

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WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

MARCH 1953

[Data are shown by geographic division, where possible without disclosure of individual operations]

[Data are shown by geographic division, where possible without disclosure of individual operations.]												
Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change		March 1953 panel			Percent change		March 1953 panel		Mar. 1953	Mar. 1952	Feb. 1953
	Mar. 1953 from--		3 mo. 1953 from 3 mo. 1952 ²	Number of estab- lishments report- ing	Reported dollar values (add 000)	Mar. 1953 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)			
	Mar. 1952	Feb. 1953				Mar. 1952	Feb. 1953					
United States, total ³	+13	+12	+6	4,312	\$886,896	-1	+3	3,321	\$1,153,674	157	179	170
New England.....	+14	+10	+5	258	38,090	-1	+5	181	43,519	149	172	156
Middle Atlantic.....	+13	+13	+5	763	172,039	0	+3	576	175,781	130	147	143
East North Central.....	+15	+12	+5	828	163,184	0	+3	656	193,563	137	158	152
West North Central.....	+14	+10	+6	530	112,547	-2	+1	401	169,348	177	205	191
South Atlantic.....	+10	+7	+4	535	94,261	+2	+2	424	128,143	161	171	170
East South Central.....	+11	+11	+5	212	39,623	+3	+5	163	57,093	168	183	180
West South Central.....	+7	+8	+5	403	77,534	+1	+2	313	118,653	184	192	193
Mountain.....	+15	+9	+11	178	29,302	+4	0	145	42,061	166	183	180
Pacific.....	+17	+20	+7	565	123,223	-4	+7	422	147,302	157	193	176
Automotive supplies.....	+10	-8	+9	393	18,885	-2	+2	210	19,526	289	305	281
New England.....	+42	+31	+26	20	727	-16	+2	9	454	303	395	318
Middle Atlantic.....	+9	-3	+5	48	1,068	-4	+1	45	2,698	281	314	268
East North Central.....	+12	-2	+6	77	3,859	-3	+2	60	6,052	267	280	259
West North Central.....	+6	-18	+9	87	3,970	-2	+5	19	1,755	313	317	298
South Atlantic.....	+9	-10	+10	25	3,834	-2	+3	17	1,644	324	289	321
West South Central.....	+9	-18	+12	16	1,799	0	+2	11	1,854	347	326	265
Mountain.....	+24	+4	+12	27	1,032	+6	0	17	1,302	367	373	371
Pacific.....	+9	+3	+8	90	2,940	+1	+1	43	3,734	265	308	290
Electrical group, total.....	+21	+11	+12	681	170,528	-3	+6	613	240,153	150	186	157
Full-line wholesalers.....	+19	+11	+11	443	131,873	-5	+6	435	198,844	152	189	159
New England.....	+16	+13	+4	32	7,557	-13	+4	32	11,475	152	204	164
Middle Atlantic.....	+11	+15	+4	64	20,912	-10	+5	62	28,269	135	167	149
East North Central.....	+15	+6	+8	88	29,634	-5	+5	87	41,292	140	169	141
West North Central.....	+24	+7	+13	45	10,838	-1	+12	45	18,659	172	214	163
South Atlantic.....	+17	+9	+9	63	18,649	0	+6	61	30,305	166	198	171
East South Central.....	+30	+8	+26	29	6,673	+7	+7	28	10,859	167	201	168
West South Central.....	+17	+15	+17	48	12,763	0	+3	48	22,923	180	211	200
Mountain.....	+31	+18	+22	21	4,928	-7	+7	21	6,873	139	196	154
Pacific.....	+28	+18	+17	53	19,919	-9	+9	52	28,189	142	200	154
Wiring supplies, construction materials distributors.....	+18	+18	0	124	12,335	+8	+3	88	12,225	148	156	167
New England.....	-3	+2	-11	12	705	-6	-26	4	220	151	181	207
Middle Atlantic.....	-2	+11	-7	26	1,047	+3	+1	19	1,575	169	155	182
East North Central.....	+29	+31	-1	31	4,733	+11	+4	24	3,877	148	149	173
West North Central.....	+13	+23	+9	8	1,067	+9	-2	6	1,211	207	208	253
South Atlantic.....	+27	+17	+8	18	2,151	+3	+5	16	2,011	98	126	114
South Central.....	+6	+12	-10	13	1,524	+13	+6	8	1,720	172	168	193
Mountain.....	+20	0	+15	6	440	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+17	-1	+16	10	668	+11	+10	9	1,251	190	199	170
Appliances and specialties wholesalers....	+34	+5	+21	114	26,320	+9	+9	90	29,084	140	178	141
New England.....	+52	+10	+29	13	2,343	+7	+22	10	2,196	107	156	96
Middle Atlantic.....	+5	+1	+16	24	10,359	-12	0	16	7,571	118	202	127
East North Central.....	+13	-9	+24	14	1,867	+22	+11	11	3,279	225	198	197
West North Central.....	+49	+13	+27	13	1,927	-2	+6	12	2,621	139	213	150
South Atlantic.....	+35	+15	+20	21	3,750	+27	+11	17	4,931	155	168	169
South Central.....	+29	+3	+18	11	2,185	+13	+10	9	3,315	156	177	146
Mountain.....	+20	+14	+18	7	1,308	+47	+12	7	2,317	177	145	181
Pacific.....	+31	+9	+36	11	2,581	+22	+19	8	2,854	122	127	111
Furniture and house furnishings.....	+19	+15	+11	68	12,524	+19	+4	50	18,818	182	185	204
Middle Atlantic.....	+8	+30	-3	14	2,468	+1	-2	10	3,542	194	206	255
East North Central.....	+19	+20	+3	8	2,236	+33	+3	7	4,219	206	183	237
West North Central.....	+1	+12	-6	10	1,325	+24	+2	10	3,203	242	199	265
South Atlantic.....	+15	+12	+7	12	1,093	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	+1	+12	+7	12	1,093	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	-1	-12	+16	5	599	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+29	+10	+29	8	2,498	+27	+7	6	2,428	109	112	110
Hardware.....	+13	+18	+1	154	66,059	+1	+5	129	150,009	257	288	293
Middle Atlantic.....	+11	+19	-2	32	8,893	+15	+1	27	18,543	221	223	266
East North Central.....	+17	+20	+8	25	12,957	-3	+6	22	27,926	236	292	276
West North Central.....	0	+14	+8	19	11,137	-5	+3	19	33,656	302	318	334
South Atlantic.....	+11	+16	-2	20	4,699	+2	+2	17	11,022	259	279	295
East South Central.....	+22	+23	+3	12	5,118	+6	+8	10	10,740	233	269	267
West South Central.....	+6	+11	-1	15	5,371	+1	+3	9	8,910	267	276	293
Mountain.....	+12	+34	-1	8	2,553	+14	+13	5	3,916	336	335	412
Pacific.....	+19	+18	+8	20	14,628	+1	+6	17	34,326	259	305	288
Industrial supplies.....	+5	+16	-3	127	20,979	-7	+3	101	32,879	186	203	204
New England.....	+3	+17	-5	10	986	-6	-2	8	1,981	262	285	315
Middle Atlantic.....	-7	+9	-11	24	3,016	-10	+1	17	4,493	185	194	201
East North Central.....	+13	+16	-1	18	5,409	-9	+3	17	7,572	142	175	160
West North Central.....	+29	+53	+7	11	1,757	-9	+4	10	2,110	177	197	217
South Atlantic.....	-3	+13	-10	21	1,983	-5	+1	18	4,179	221	227	250
East South Central.....	0	+12	-6	8	2,103	-4	+2	7	4,145	203	211	223
West South Central.....	+4	+18	-1	26	4,617	-6	+10	16	6,348	215	213	222
Mountain.....	+6	-7	+3	9	1,108	-3	+2	8	2,051	196	214	175
Pacific.....	+6	-7	+3	9	1,108	-3	+2	8	2,051	196	214	175
Jewelry.....	+12	+25	-3	137	6,820	+2	+7	79	13,925	283	305	330
New England.....	+12	+23	-1	8	411	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+9	+13	-10	40	2,180	+11	+20	18	3,460	286	254	331
East North Central.....	+20	+32	+9	42	1,924	+2	0	29	4,289	255	313	331
West North Central.....	+16	+24	-1	15	870	0	0	11	2,428	288	335	355
South Atlantic.....	-1	+14	-11	5	257	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	0	+9	+9	5	159	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+2	+10	-7	19	997	-3	+13	11	2,823	368	377	348

See footnotes at end of table.

MARCH 1953

[Data are shown by geographic division, where possible without disclosure of individual operations]

Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change		March 1953 panel			Percent change		March 1953 panel		Mar. 1953	Mar. 1952	Feb. 1953
	Mar. 1953 from--		3 mo. 1953 from 3 mo. 1952 ²	Number of estab- lishments report- ing	Reported dollar valuea (add 000)	Mar. 1953 from--		Number of estab- lishmentsa report- ing	Reported dollar values (add 000)			
	Mar. 1952	Feb. 1953				Mar. 1952	Feb. 1953					
Lumber and building materials.....	+8	+19	+4	64	\$12,318	+4	+1	43	\$12,603	139	145	165
Middle Atlantic.....	+8	+41	0	18	2,806	-8	+1	10	1,039	54	65	82
East North Central.....	+3	+8	+11	10	915	-4	+5	8	1,156	161	175	166
West North Central.....	+4	+6	+6	7	676	-4	+5	4	401	100	124	113
South Atlantic.....	+5	+17	-2	7	1,278	+12	+1	5	424	103	87	107
South Central.....	+10	+7	+19	5	926	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	+5	+18	+2	7	2,329	-8	+1	6	3,679	172	190	192
Pacific.....	+19	+16	+4	7	1,461	+4	-2	6	1,970	136	156	161
Machinery equipment, supplies (except electrical).....	-1	+7	-5	50	9,010	+9	+2	39	18,355	237	217	250
New England.....	+2	+13	-1	5	442	-15	-5	4	987	289	366	334
Middle Atlantic.....	-3	+19	-15	7	1,579	-4	+3	4	1,902	129	130	152
East North Central.....	-3	+10	+2	9	1,575	+11	0	7	1,707	162	170	209
South Atlantic.....	+1	+16	-1	8	907	+3	+5	6	2,360	286	273	321
West South Central.....	+16	+4	-1	7	1,746	+14	-1	7	7,092	406	418	426
Pacific.....	-8	+11	-8	9	1,444	+29	+9	7	2,549	252	167	228
Metals.....	+24	+13	+21	45	17,847	+31	+8	41	26,279	150	142	157
Paints and varnishes.....	+6	+6	+10	46	5,815	-12	+8	42	15,548	273	330	267
Plumbing and heating supplies.....	+2	+13	-6	133	16,588	-2	+6	112	31,960	218	225	230
New England.....	+6	+15	+2	7	301	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+5	+14	-3	31	2,349	-5	+4	24	3,996	199	218	219
East North Central.....	+14	+12	+2	15	1,328	-4	+6	13	2,996	257	305	274
West North Central.....	+7	+4	+5	15	1,262	-5	+4	13	3,124	268	300	265
South Atlantic.....	+1	+14	-8	38	7,541	-1	+7	38	14,992	199	204	211
East South Central.....	-9	+7	-12	11	1,843	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+15	+22	+1	4	1,119	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Refrigeration equipment, parts (commercial).	+24	+27	+7	68	1,938	-3	+10	58	4,008	254	330	295
Middle Atlantic.....	+24	+45	0	15	734	-13	+25	12	1,192	208	304	255
East North Central.....	+22	+21	+7	19	227	0	+1	14	547	328	436	400
West North Central.....	-2	-24	+11	5	117	+4	+3	5	416	356	333	263
South Atlantic.....	+25	+22	+14	21	572	+3	+8	21	1,492	261	318	295
South Central.....	+34	+29	+3	4	203	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Surgical, medical, equipment, supplies.....	+14	+16	-1	34	5,489	+24	+31	27	7,246	144	134	130
Middle Atlantic.....	+8	+5	0	6	953	+32	+12	4	939	118	98	109
East North Central.....	+11	+5	-6	10	2,397	+25	+33	8	3,394	159	123	126
South Central.....	+51	+17	+11	4	642	-5	+2	4	720	112	179	129
Beer.....	+11	+14	+1	39	1,629	-5	+9	33	764	52	73	55
Middle Atlantic.....	+23	+16	0	7	357	-19	+25	6	89	25	38	23
East North Central.....	+9	+16	+2	11	520	-9	+5	11	246	47	57	53
West North Central.....	+20	+18	-2	6	132	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	+1	+7	-1	5	355	+5	+11	4	197	62	190	59
Pacific.....	+2	+16	0	7	220	-13	-1	6	135	73	90	88
Chemicals, industrial.....	+23	+5	+13	16	3,095	-4	+12	11	1,587	62	81	58
Clothing and furnishings (except shoes).....	+26	+4	+12	18	3,827	+14	+8	11	4,266	156	168	157
Coal.....	+3	0	-11	19	3,818	+17	-16	17	3,191	86	76	103
Confectionery.....	+3	+10	-1	40	1,321	0	0	21	765	117	121	123
Middle Atlantic.....	+10	+19	+4	8	380	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	+1	+3	0	4	98	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	+8	+8	+1	10	230	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East South Central.....	+5	+18	-6	8	210	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	-10	-2	-7	4	186	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Dairy and poultry products.....	+12	+16	-1	24	7,103	-29	-20	18	1,463	22	35	32
Drugs and sundries (liquor excluded).....	+5	0	+7	202	67,900	+6	+2	162	102,101	184	184	181
New England.....	0	+4	+1	12	2,972	+3	0	10	4,170	182	174	191
Middle Atlantic.....	+8	+1	+7	26	11,712	+8	+3	18	12,087	161	166	159
East North Central.....	+3	-3	+6	28	11,317	+12	+4	21	15,041	171	160	163
West North Central.....	+3	+1	+8	18	6,302	+2	+1	15	9,783	183	187	185
South Atlantic.....	-1	-9	+7	30	7,944	+8	0	23	11,981	196	179	176
East South Central.....	+10	+7	+8	16	4,201	+3	+3	12	6,102	173	192	187
West South Central.....	+2	+1	+6	33	8,614	+10	-2	28	17,305	239	223	249
Mountain.....	+2	-7	+4	14	3,213	+4	-5	12	6,661	215	211	210
Pacific.....	+15	+5	+9	25	11,625	+2	+10	23	18,971	164	184	155
Dry goods.....	+16	+11	+10	160	43,285	+10	-1	130	73,422	203	215	230
New England.....	+10	+19	-2	6	671	+24	+7	6	1,184	176	156	197
Middle Atlantic.....	+17	+14	+9	45	7,536	+10	0	35	9,629	220	238	263
East North Central.....	+20	+9	+18	9	4,518	+32	-2	9	7,004	155	141	172
West North Central.....	+15	+9	+12	18	14,934	+3	-4	16	30,753	207	231	233
South Atlantic.....	+12	+10	+6	24	4,766	+6	0	18	8,201	192	204	208
East South Central.....	+14	+15	-2	15	1,755	+3	+2	10	3,348	243	271	276
West South Central.....	+9	+11	+4	15	3,055	+30	-2	15	6,833	224	188	254
Mountain.....	+16	+24	+2	6	513	+13	+6	5	1,467	313	317	360
Pacific.....	+23	+10	+12	22	5,537	+9	+6	16	5,003	202	236	238
Farm supplies.....	+4	+58	-14	20	7,245	+5	-13	12	1,194	60	48	79
Fresh fruits and vegetables.....	-3	+9	-7	62	4,905	-2	+6	40	1,070	37	37	40
New England.....	-4	+22	-14	6	285	-11	-17	5	24	14	14	21
Middle Atlantic.....	+4	+22	-9	19	1,376	+7	-3	13	290	34	33	43
East North Central.....	-5	-5	0	14	1,448	+12	+2	6	43	14	17	15
West North Central.....	-8	+20	-13	7	597	+12	+9	7	237	40	33	44
South Atlantic.....	-6	+16	-8	4	234	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East South Central.....	-8	0	-8	5	280	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-9	+7	-10	4	423	(x)	(x)	(x)	(x)	(x)	(x)	(x)

See footnotes at end of table.

WHOLESALESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

MARCH 1953

[Data are shown by geographic division, where possible without disclosure of individual operations]

[Data are shown by geographic division, where possible without disclosure of individual operations.]												
Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change		3 mo. 1953 from 3 mo. 1952 ²	March 1953 panel		Percent change		March 1953 panel		Mar. 1953	Mar. 1952	Feb. 1953
	Mar. 1953 from--	Number of estab- lishments report- ing		Reported dollar values (add 000)	Mar. 1953 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)				
					Mar. 1952	Feb. 1953			Mar. 1952			
Groceries, total.....	+13	+12	+4	884	\$152,925	-3	0	704	\$146,136	118	144	137
Nonaffiliated full-line wholesalers ⁴	+7	+10	0	566	61,152	-6	-1	463	63,742	128	186	141
New England.....	+15	+5	+5	8	1,534	+2	+2	6	2,767	200	227	205
Middle Atlantic.....	+13	+9	+7	18	3,243	-4	-1	11	3,653	137	163	150
East North Central.....	+5	+17	-4	135	11,411	-21	-9	116	11,021	114	151	144
West North Central.....	+7	+4	+4	57	5,993	+6	+6	44	7,201	151	154	147
South Atlantic.....	+7	+11	0	65	8,277	-1	-3	39	7,393	127	137	147
East South Central.....	+1	+11	-2	43	4,984	-1	+3	34	5,234	133	134	142
West South Central.....	+8	+8	+3	106	14,761	-3	-3	83	14,695	129	142	140
Mountain.....	+18	+17	+6	26	2,570	+10	+6	24	3,624	151	163	167
Pacific.....	+9	+7	-6	108	8,379	-13	+1	106	8,154	103	129	109
Voluntary-group wholesalers.....	+15	+8	+6	201	59,846	-2	+2	158	57,497	113	148	132
New England.....	+19	+9	+7	10	3,806	+8	0	8	2,375	122	128	132
Middle Atlantic.....	+9	+12	-1	32	11,979	+2	+3	23	8,990	139	141	143
East North Central.....	+9	0	+6	42	9,935	0	0	29	9,115	70	123	111
West North Central.....	+26	+10	+12	67	20,747	-7	+3	67	26,327	127	172	136
South Atlantic.....	+8	+9	+1	10	2,592	+6	+3	5	1,882	125	135	137
Pacific.....	+14	+5	+8	34	5,892	+3	+9	20	2,762	118	128	119
Retailer-cooperative warehouses.....	+16	+18	+9	20	12,034	0	-2	14	6,158	101	119	115
Specialty lines wholesalers.....	+23	+32	+8	97	19,893	+1	-1	69	18,739	115	140	154
New England.....	-5	+28	0	4	88	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+39	+25	+11	19	4,912	+12	-10	13	4,171	94	120	132
East North Central.....	+18	+28	-2	11	941	+11	+4	7	341	74	71	73
South Atlantic.....	+8	+14	+3	19	2,183	-1	-3	13	2,080	104	115	123
East South Central.....	+10	+15	-2	5	673	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	+71	+69	+27	5	544	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	+77	+15	+49	4	1,369	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+14	+47	+4	27	8,938	-12	+1	22	9,955	141	172	216
Leather and shoe findings.....	0	+14	-2	24	448	0	0	12	1,086	456	484	539
Middle Atlantic.....	+26	+26	+4	4	29	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	-1	+38	-1	5	88	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central.....	0	+27	+1	4	52	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-7	-5	-5	6	205	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products.....	+1	+9	-10	37	20,459	-17	+3	33	8,840	49	60	52
Middle Atlantic.....	+6	+13	-10	9	3,415	+3	+6	9	1,904	56	58	59
East North Central.....	+3	+11	-11	12	8,942	-20	+1	11	4,532	53	68	59
South Central.....	+2	+9	+5	4	3,374	-25	-1	4	1,398	41	56	46
Pacific.....	-7	+6	-16	5	3,891	-28	+16	4	685	29	38	27
Paper and its products.....	+8	+14	+1	62	9,649	-6	-2	41	8,347	127	146	148
New England.....	+2	+18	-5	5	328	-6	0	4	370	207	224	221
Middle Atlantic.....	+1	+12	-4	17	2,805	-15	+1	10	1,443	96	113	104
East North Central.....	+12	+19	+3	18	3,797	-3	+1	13	2,916	94	107	110
South Atlantic.....	+10	+10	+1	7	855	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	+11	+20	-3	5	451	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+10	-1	+7	6	1,063	+2	-1	5	1,992	245	267	248
Petroleum.....	+15	+16	-2	27	6,662	+5	-2	27	5,039	76	83	90
Shoes and other footwear.....	+12	+3	+8	34	33,871	-6	-2	30	67,098	200	238	210
Tobacco products.....	+4	+4	+2	278	39,597	+6	+2	164	19,854	75	73	76
New England.....	+1	-6	+3	33	2,805	+10	+6	15	2,870	206	193	182
Middle Atlantic.....	+4	+5	+3	60	12,936	+8	+2	36	7,860	81	78	81
East North Central.....	+7	+4	+4	68	8,424	-1	+5	38	2,792	60	65	59
West North Central.....	+2	+4	-2	39	4,507	+2	-7	31	2,048	57	58	64
South Atlantic.....	0	+4	+3	24	5,178	+10	0	19	2,657	63	55	65
East South Central.....	+6	+11	+2	11	1,573	+12	+5	6	655	51	49	54
West South Central.....	+2	+4	-1	24	1,904	-5	0	8	405	51	53	52
Mountain.....	+1	+2	0	8	466	+17	+6	7	323	72	62	68
Pacific.....	+1	+2	-2	11	1,804	+2	-4	4	244	68	70	69
Wines and spirits ⁵	+14	+19	+8	259	92,502	-13	+3	209	95,463	127	165	146
New England.....	+12	+17	+4	19	3,967	-7	+9	13	2,517	114	149	132
Middle Atlantic.....	+16	+18	+15	45	29,935	-10	+7	42	29,265	113	144	126
East North Central.....	+14	+7	+8	40	11,129	-5	-4	30	12,454	129	155	149
West North Central.....	+10	+5	0	32	6,942	-8	+4	27	9,652	203	237	200
South Atlantic.....	+14	+10	+4	32	10,147	-12	-1	31	11,254	112	144	125
East South Central.....	+7	+9	+3	13	2,983	-9	+7	11	4,813	196	221	200
West South Central.....	-7	-1	-3	37	9,122	-20	+4	32	13,164	151	175	143
Mountain.....	+17	-11	+29	9	2,177	-13	-36	8	1,950	111	147	146
Pacific.....	+28	+96	+7	32	16,100	-28	+11	15	10,394	111	198	208
Miscellaneous.....	+12	+8	+1	32	9,762	+6	-5	19	9,024	133	146	159

x Insufficient data to show separately.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the mark-up of sales, which varies from trade to trade.² Includes reports received too late for inclusion in previous monthly trends.³ The United States total and totals for some trades include a number of establishments not assigned to a geographic division.⁴ Not affiliated with voluntary or cooperative groups.⁵ Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

Note: Percentage changes are computed on an unweighted basis by summarizing all reports received in time for tabulation. Since coverage varies by kind of business and geographic division depending upon participation of wholesalers in the reporting service, data shown may not necessarily represent trends of all wholesalers. They do reflect, however, the experience of those wholesalers submitting data in each of the periods for which comparisons are made.

States comprising geographic divisions

New England (Conn., Maine, Mass., N.H., R.I., Vt.)
 Middle Atlantic (N.J., N.Y., Pa.)
 East North Central (Ill., Ind., Mich., Ohio, Wis.)
 West North Central (Iowa, Kans., Minn., Mo., Nebr., N.Dak., S.Dak.)
 South Atlantic (Del., Fla., Ga., Md., N.C., S.C., Va., W.Va.)

East South Central (Ala., Ky., Miss., Tenn.)
 West South Central (Ark., La., Okla., Texas)
 South Central - East South Central and West South Central combined.
 Mountain (Ariz., Colo., Idaho, Mont., Nev., N.Mex., Utah, Wyo.)
 Pacific (Calif., Oreg., Wash.)

WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE

Sinclair Weeks, Secretary

BUREAU OF THE CENSUS

Robert W. Burgess, Director

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JUNE 1, 1953

APRIL 1953

UNIVERSITY OF ILLINOIS

SALES AND INVENTORIES

Sales and inventory trends presented in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 4,325 wholesale establishments in various lines of business.

SALES

April sales of merchant wholesalers dropped 3 percent below the previous month, but showed a 7 percent increase over April a year ago. Cumulative sales for the first four months of 1953 were 6 percent higher than sales in the corresponding period last year.

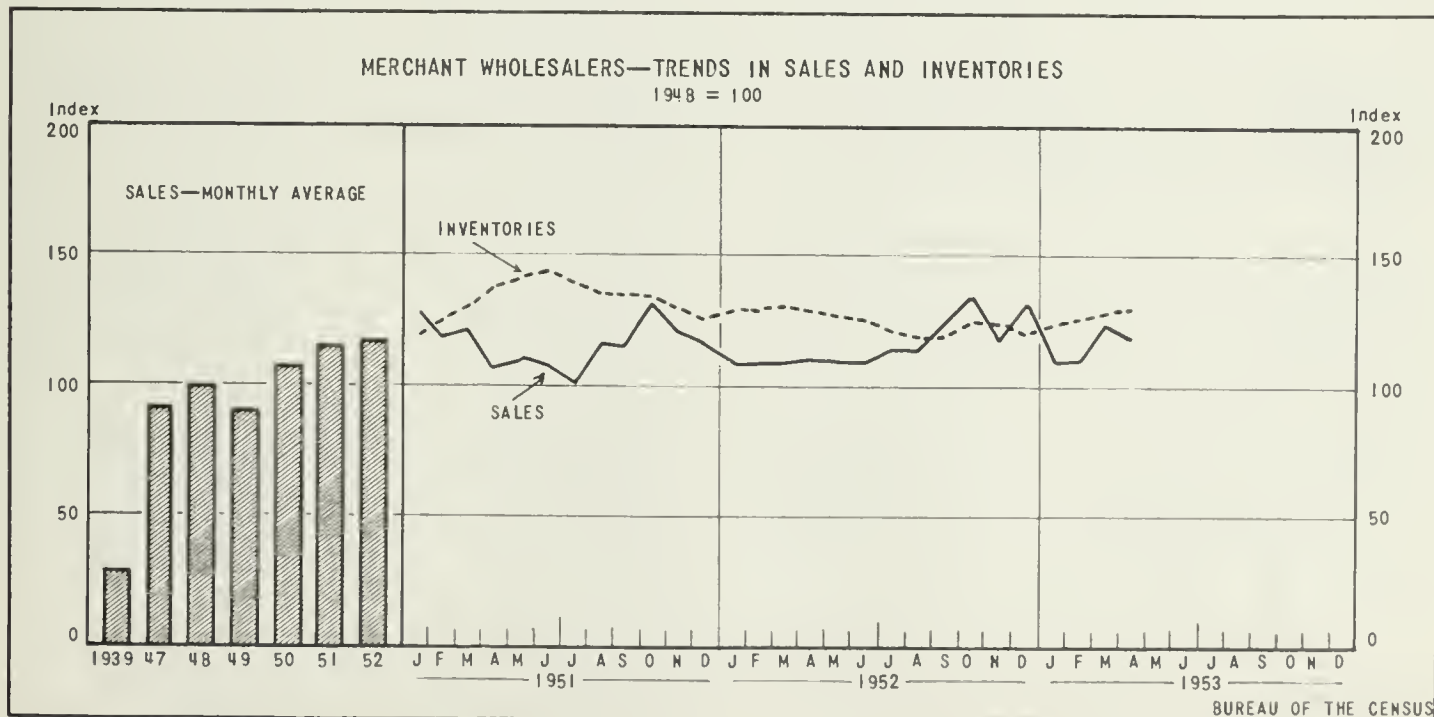
Declines from the previous month were reported in all but one geographic division--the East North Central, which indicated no change. The sharpest decrease, 9 percent, was shown by the Pacific Division. All divisions, however, experienced sales gains of 5 to 9 percent over a year ago. Cumulative sales thus far in 1953 were above the corresponding 1952 period in all divisions, with the Mountain Division, up 10 percent, showing the most substantial gain.

Of the 37 trades covered in this report, slightly more than half indicated lower sales than in March. Farm supplies, down 25 percent, showed the heaviest decline, while leather and shoe findings, up 23 percent, led the 17 trades indicating sales increases. Compared with a year ago, however, only 6 trades--plumbing and heating supplies (-6%), farm supplies (-6%), jewelry (-5%), machinery equipment (-2%), meats and meat products (-2%), and shoes and other footwear (-1%)--experienced sales declines. Industrial chemicals, up 39 percent, reported the principal year-ago increase. Cumulative sales this year were above a year ago for most trades. Electrical appliances and specialties and metals, each up 21 percent, reported the largest gains, while farm supplies, down 12 percent, indicated the heaviest drop.

INVENTORIES

Wholesalers' inventories (valued at cost) as of April 30, 1953, were up slightly (1%) over stocks on hand a month earlier, as well as a year ago. Based on the reports of 3,353 establishments submitting inventories in conjunction with sales, the April stock-sales ratio of 165 percent was 6 points higher than that reported for the previous month, but 14 points below the April 1952 ratio.

Most geographic divisions indicated current inventories 1 to 3 percent higher than a month ago. Three divisions--the East North Central, West North Central, and East South Central--reflected slight (1%) declines. Compared with stocks on hand last April, six divisions reported increases of 2 to 7 percent. The West North Central Division indicated no change, while the Pacific and New England Divisions reflected declines of 1 and 2 percent, respectively.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

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WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

APRIL 1953

[Data are shown by geographic division, where possible without disclosure of individual operations]

[Data are shown by geographic division, where possible without disclosure of individual operations]												
Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change		April 1953 panel			Percent change, Apr. 1953 from--		April 1953 panel		Apr. 1953	Apr. 1952	Mar. 1953
	Apr. 1953 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)	Apr. 1953 from--	Number of estab- lishments report- ing	Reported dollar values (add 000)					
	Apr. 1952	Mar. 1953										
United States, total ³	+7	-3	+6	4,325	\$853,268	+1	+1	3,353	\$1,153,173	165	179	159
New England.....	+6	-4	+5	259	38,088	-2	+1	178	41,998	146	164	137
Middle Atlantic.....	+8	-3	+6	751	163,657	+2	+1	576	174,571	133	142	129
East North Central.....	+9	0	+5	831	158,938	+2	-1	670	192,459	140	150	140
West North Central.....	+9	-2	+6	519	106,529	0	-1	392	167,211	184	202	183
South Atlantic.....	+5	-2	+4	551	96,680	+5	+2	440	138,001	171	172	163
East South Central.....	+8	-1	+6	217	38,552	+7	-1	166	55,103	170	182	168
West South Central.....	+5	-1	+5	407	75,547	+2	+1	318	118,491	190	197	184
Mountain.....	+6	-4	+10	177	27,615	+7	+3	142	41,308	178	183	166
Pacific.....	+9	-9	+8	563	114,768	-1	+3	421	158,224	179	203	159
Automotive supplies.....	+18	+18	+11	366	21,183	-2	0	206	17,399	262	275	283
New England.....	+16	+4	+24	13	599	-11	+2	9	457	243	288	299
Middle Atlantic.....	+9	+9	+6	49	1,148	+2	+2	46	2,786	278	288	290
East North Central.....	+10	+8	+7	68	3,709	-9	-2	54	4,974	231	257	258
West North Central.....	+22	+31	+12	83	5,020	+1	-1	13	1,231	280	273	292
South Atlantic.....	+33	+27	+16	24	3,716	+1	+2	17	1,744	296	318	328
West South Central.....	+14	+26	+12	14	2,114	+2	0	9	1,459	313	254	352
Mountain.....	+28	+3	+16	26	1,014	+12	+2	16	1,153	327	311	362
Pacific.....	+7	+7	+8	86	3,107	-1	0	39	3,562	246	277	255
Electrical group, total.....	+17	-5	+13	697	162,921	+2	+5	625	253,174	166	189	150
Full-line wholesalers.....	+16	-3	+12	446	127,722	0	+5	436	208,614	165	190	152
New England.....	+15	-6	+7	32	6,974	-8	+7	32	12,122	174	217	153
Middle Atlantic.....	+8	-9	+5	64	19,013	-4	+7	61	30,196	162	184	137
East North Central.....	+15	-3	+10	90	28,938	-1	+3	88	42,551	149	173	140
West North Central.....	+20	0	+15	44	10,815	+3	+3	44	19,174	177	207	172
South Atlantic.....	+13	-3	+10	65	18,018	+9	+9	63	32,999	188	194	166
East South Central.....	+28	+10	+26	30	7,337	+8	+2	28	11,057	155	182	167
West South Central.....	+11	-2	+15	48	12,550	+10	+10	48	25,131	200	202	180
Mountain.....	+18	-6	+21	20	4,535	+1	+8	20	7,270	160	187	139
Pacific.....	+25	-2	+19	53	19,542	-9	0	52	28,114	145	199	142
Wiring supplies, construction materials distributors.....	+9	+1	+2	131	12,369	+12	+2	93	13,977	151	149	148
New England.....	-1	+9	-8	14	848	-5	-1	5	357	179	186	179
Middle Atlantic.....	-2	+1	-5	28	1,246	+1	+1	20	1,960	180	173	182
East North Central.....	+5	-5	0	33	4,027	+19	+2	27	5,178	160	140	146
West North Central.....	+21	+1	+12	7	1,105	+1	-5	4	874	165	188	177
South Atlantic.....	+36	+7	+15	17	2,333	+2	+1	14	1,918	91	128	95
South Central.....	-4	+4	-18	13	1,585	+29	+10	8	1,884	176	140	172
Mountain.....	+13	0	+15	6	442	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+8	+1	+13	13	783	+15	+3	12	1,473	190	178	185
Appliances and specialties wholesalers.....	+22	-15	+21	120	22,830	+12	+5	96	30,583	178	198	140
New England.....	+29	-20	+29	14	1,911	+12	-7	11	2,163	135	162	111
Middle Atlantic.....	+31	-12	+19	23	8,729	-10	+3	18	7,663	139	208	117
East North Central.....	+28	-17	+25	16	2,342	+7	-8	12	3,420	183	229	163
West North Central.....	+37	-21	+30	13	1,526	+10	+11	12	2,903	194	244	139
South Atlantic.....	+18	-10	+20	24	3,445	+25	+8	19	5,483	200	188	157
South Central.....	+17	-20	+18	11	1,630	+30	+19	9	3,608	228	204	154
Mountain.....	+4	-19	+14	7	1,063	+34	+8	7	2,509	236	182	177
Pacific.....	-3	-14	+24	12	2,184	+33	+12	8	2,834	208	151	153
Furniture and house furnishings.....	+9	-1	+10	78	15,402	+13	+6	61	25,423	189	190	179
Middle Atlantic.....	-2	-10	-3	13	1,975	+1	+4	9	3,226	229	232	200
East North Central.....	+11	+8	+5	8	2,419	+26	+1	7	4,252	192	170	206
West North Central.....	+11	+11	+1	12	2,405	+18	-2	12	4,884	203	191	229
South Atlantic.....	+1	-2	+6	11	1,048	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	+20	-3	+44	10	1,364	+21	+1	10	2,655	195	192	186
Mountain.....	+4	0	+11	7	1,238	+21	0	5	2,003	210	220	213
Pacific.....	+12	-8	+22	12	3,952	+7	+28	10	6,041	162	176	117
Hardware.....	+8	+1	+3	156	66,786	+4	+1	133	150,269	255	266	255
Middle Atlantic.....	+8	+3	+1	34	9,762	+22	+2	27	18,747	220	205	222
East North Central.....	+21	+5	+11	23	12,455	+1	+3	22	27,833	231	279	234
West North Central.....	+7	+4	-4	19	11,820	-5	-4	19	32,189	272	308	297
South Atlantic.....	-2	-1	-2	22	4,959	+4	-1	18	11,378	268	251	265
East South Central.....	+12	-2	+6	15	5,063	+12	-3	13	10,683	233	237	235
West South Central.....	+6	+3	+1	15	5,540	+5	+3	9	9,201	274	281	267
Mountain.....	-4	-5	-1	8	2,419	+14	0	5	3,934	352	289	336
Pacific.....	+5	-4	+7	21	14,209	+7	+5	17	35,194	278	273	254
Industrial supplies.....	+6	+2	-1	133	21,129	-7	0	103	32,372	183	203	188
New England.....	+9	+5	-1	11	1,195	-4	0	9	2,154	222	252	237
Middle Atlantic.....	-2	+3	-9	25	3,319	-10	+1	18	4,846	175	190	177
East North Central.....	+10	0	+2	23	5,888	-8	+2	21	8,334	147	180	145
West North Central.....	+18	-10	+10	11	1,434	-14	-8	9	1,787	184	216	201
South Atlantic.....	+3	-1	-6	20	1,855	-3	+1	17	4,134	236	249	231
East South Central.....	+8	+7	-3	7	1,526	-8	-1	6	2,940	202	238	219
West South Central.....	+6	+5	+1	28	4,913	-7	-2	16	6,216	198	195	215
Mountain.....	-6	+1	+1	8	999	-4	+5	7	1,961	209	206	202
Pacific.....	-5	-8	-4	132	6,218	0	-5	80	13,123	290	294	284
Jewelry.....	+17	+5	+4	8	432	(x)	(x)	(x)	(x)	(x)	(x)	(x)
New England.....	-23	-11	-14	39	1,993	+1	-8	19	3,559	292	274	300
Middle Atlantic.....	+7	-16	+8	39	1,446	+5	-5	24	3,381	286	353	256
East North Central.....	+5	-5	+1	12	788	-1	-2	10	2,317	296	391	288
West North Central.....	+4	-13	-8	6	247	-24	-7	4	469	232	313	215
South Atlantic.....	+12	+2	+9	6	200	+15	-7	4	298	278	648	310
South Central.....	+3	+3	-4	19	1,101	-3	-2	13	2,804	306	385	338
Pacific.....												

See footnotes at end of table.

APRIL 1953

[Data are shown by geographic division, where possible without disclosure of individual operations]

Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ² (percent)		
	Percent change		April 1953 panel			Percent change		April 1953 panel		Apr. 1953	Apr. 1952	Mar. 1953
	Apr. 1953 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)	Apr. 1953 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)				
	Apr. 1952	Mar. 1953			Apr. 1952	Mar. 1953						
Lumber and building materials.....	+5	+11	+5	76	\$13,972	+12	+3	56	\$14,070	134	127	145
Middle Atlantic.....	+16	+30	+4	16	3,300	-7	-3	9	964	38	52	53
East North Central.....	+21	+9	+14	10	999	+1	+2	8	1,184	146	176	161
West North Central.....	-11	-9	+2	5	540	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	+6	+14	+1	12	1,987	+7	+1	10	1,683	169	169	191
East South Central.....	+1	+6	+14	4	915	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	+3	+7	+2	7	2,483	+6	+12	6	4,104	182	179	171
Pacific.....	0	+4	+3	8	1,709	+23	+8	5	810	205	184	191
Machinery equipment, supplies (except electrical).....	-2	+4	-4	56	9,481	0	-3	45	17,336	210	221	234
New England.....	+13	+8	+3	5	479	-18	-2	4	964	266	403	289
Middle Atlantic.....	-14	-4	-15	7	1,515	-5	0	4	1,902	134	118	129
East North Central.....	-21	-18	-5	10	1,465	+8	-1	8	1,928	154	173	155
South Atlantic.....	+8	+6	+1	8	958	0	-2	6	2,315	269	383	286
West South Central.....	+25	+22	+5	14	2,128	+2	-1	14	7,032	330	458	406
Pacific.....	-12	+5	-9	7	1,422	-7	-18	5	1,911	200	176	252
Metals.....	+21	-2	+21	43	17,628	+25	+7	39	26,520	154	150	142
Paints and varnishes.....	+15	+12	+12	48	6,526	-4	+6	44	16,618	260	314	273
Plumbing and heating supplies.....	-6	+2	-6	134	16,634	+1	-1	112	31,477	214	199	220
New England.....	-4	-13	0	7	261	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-2	-3	-3	31	2,273	-4	0	24	3,996	206	231	199
East North Central.....	+8	+2	+3	14	1,298	-9	-8	12	2,614	232	302	257
West North Central.....	+11	+9	+6	17	1,467	+1	+1	15	3,463	253	261	274
South Atlantic.....	-10	0	-8	39	7,525	+2	-1	39	14,852	197	175	199
East South Central.....	-11	+8	-12	10	1,784	+11	+1	9	3,439	195	156	208
Pacific.....	-2	+2	0	5	1,199	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Refrigeration equipment, parts (commercial).	+24	+13	+11	65	2,121	-1	+1	56	4,080	235	295	262
Middle Atlantic.....	+20	+8	+5	14	719	-2	+4	12	1,244	197	254	208
East North Central.....	+15	+15	+9	16	205	+8	+5	11	479	371	362	388
West North Central.....	+47	+42	+19	5	166	-9	-2	5	409	246	397	356
South Atlantic.....	+27	+11	+18	23	634	+8	-3	23	1,500	237	291	270
South Central.....	+30	+26	+11	4	256	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Surgical, medical, equipment, supplies.....	+13	+2	+3	35	5,671	+11	-10	29	6,502	125	129	143
Middle Atlantic.....	+16	+6	+4	7	1,066	+39	+6	5	1,112	123	130	125
East North Central.....	+2	-6	-4	11	2,245	+10	-26	8	2,505	126	117	159
South Atlantic.....	+9	+4	+17	5	963	+6	0	5	1,195	124	140	130
South Central.....	+10	-7	+12	4	278	+1	+10	4	487	175	191	148
Beer.....	+1	+6	+1	34	1,633	+7	+16	30	838	56	53	52
Middle Atlantic.....	+4	+8	+1	8	413	-4	+4	7	134	33	35	34
East North Central.....	+2	+5	+2	11	548	-1	+5	11	258	47	48	47
South Atlantic.....	-1	+7	-1	4	374	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-12	+9	-3	5	163	-1	-2	8	8	66	70	74
Chemicals, industrial.....	+39	+13	+19	15	3,331	-14	-8	11	1,463	50	84	62
Clothing and furnishings (except shoes).....	+4	-20	+10	16	3,019	+15	-1	11	4,230	198	174	156
Coal.....	+13	-10	-6	20	3,500	+18	+15	18	3,674	108	103	85
Confectionery.....	+5	+4	+1	40	1,360	+3	+6	21	790	111	118	115
Middle Atlantic.....	0	-8	+3	7	320	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	+8	+11	+2	4	109	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	+17	+18	+5	10	271	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East South Central.....	+4	-3	-3	9	227	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	+2	+15	-4	4	213	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Dairy and poultry products.....	+1	-8	0	23	6,905	+18	+8	13	812	34	31	28
Drugs and sundries (liquor excluded).....	+2	-4	+6	193	61,432	+4	-3	152	94,352	189	187	185
New England.....	+3	0	+2	12	2,979	-2	-6	10	3,929	177	178	182
Middle Atlantic.....	+1	-3	+5	23	9,539	+3	-3	16	11,107	174	180	175
East North Central.....	+3	-3	+5	27	10,723	+7	-4	19	13,475	173	172	173
West North Central.....	+1	-3	+6	17	6,095	-1	-7	15	8,951	172	177	178
South Atlantic.....	+2	-4	+6	31	7,505	+8	-1	24	11,891	203	189	196
East South Central.....	-1	-15	+6	16	3,588	0	-5	12	5,776	197	215	173
West South Central.....	+3	-1	+5	28	7,398	+7	-4	23	13,642	224	218	231
Mountain.....	-5	-4	+2	13	2,236	+2	+1	11	5,159	243	265	232
Pacific.....	+6	-7	+8	26	11,369	+2	-1	22	20,442	182	188	170
Dry goods.....	+9	-11	+10	160	38,658	+14	+3	130	75,326	238	225	202
New England.....	+6	+2	0	4	488	+12	-7	4	670	127	132	140
Middle Atlantic.....	+17	-8	+11	46	7,017	+16	+6	35	10,173	246	254	217
East North Central.....	+15	-13	+18	14	4,307	+41	+2	13	7,717	182	150	155
West North Central.....	+7	-12	+11	18	13,079	+9	+5	16	32,295	248	246	207
South Atlantic.....	0	-16	+4	24	3,890	+6	0	18	8,205	236	220	198
East South Central.....	+5	-15	-1	15	1,486	+9	+4	10	3,486	305	294	243
West South Central.....	+2	-18	+4	12	2,164	+36	-1	12	5,717	264	248	219
Mountain.....	+6	-2	+4	6	503	+8	-1	6	1,554	309	304	305
Pacific.....	+10	-2	+12	21	5,724	+10	0	16	5,559	221	212	200
Farm supplies.....	-6	-25	-12	19	5,426	-16	-16	10	849	55	50	58
Fresh fruits and vegetables.....	+1	+17	-5	61	5,737	-6	-15	38	922	28	28	39
New England.....	-16	+15	-14	6	329	-4	+17	4	27	16	26	18
Middle Atlantic.....	-15	+5	-11	18	1,445	+7	-18	1	236	29	22	34
East North Central.....	+20	+12	+5	13	1,828	+49	+7	6	58	12	8	11
West North Central.....	-4	+14	-11	7	679	+28	-10	7	214	32	24	40
South Atlantic.....	-4	+4	-7	5	344	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East South Central.....	-17	-1	-11	4	276	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+3	+7	-7	5	472	(x)	(x)	(x)	(x)	(x)	(x)	(x)

See footnotes at end of table.

WHOLESALESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

APRIL 1953

[Data are shown by geographic division, where possible without disclosure of individual operations]

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Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change		April 1953 panel			Percent change		April 1953 panel		Apr. 1953	Apr. 1952	Mar. 1953
	Apr. 1953 from--		4 mo. 1953 from 4 mo. 1952 ²	Number of estab- lishments report- ing	Reported dollar values (add 000)	Apr. 1953 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)			
	Apr. 1952	Mar. 1953				Apr. 1952	Mar. 1953					
Groceries, total.....	+4	-6	+4	840	\$135,427	-2	-2	688	\$139,369	131	140	127
Nonaffiliated full-line wholesalers ⁴	+1	-2	0	553	58,274	-4	-2	467	63,011	130	139	129
New England.....	+7	+5	+6	7	1,535	+10	0	6	2,774	190	190	200
Middle Atlantic.....	+3	-4	+6	19	2,910	0	-3	13	3,440	135	153	135
East North Central.....	-4	-9	-4	134	10,375	-16	-9	127	10,965	115	134	115
West North Central.....	+5	+8	+5	54	6,798	-1	-3	41	7,701	139	148	157
South Atlantic.....	+2	-1	0	64	8,033	+2	-1	40	7,468	131	135	130
East South Central.....	-4	-4	-3	43	4,913	-2	-9	33	4,720	125	127	133
West South Central.....	0	-3	+2	103	13,687	-7	-7	81	13,446	129	137	131
Mountain.....	+3	-5	+5	24	2,494	+2	-5	23	3,600	148	150	147
Pacific.....	+9	+2	-3	105	7,529	+5	+24	103	8,897	127	131	103
Voluntary-group wholesalers.....	+7	-3	+6	175	50,849	-1	-1	141	53,153	134	145	133
New England.....	+5	-3	+7	10	3,699	+6	-3	8	2,305	120	121	122
Middle Atlantic.....	+5	-8	0	31	11,132	0	-5	24	8,373	132	134	128
East North Central.....	+15	+8	+8	42	10,652	+4	-3	30	8,961	102	117	115
West North Central.....	+4	-5	+11	57	14,105	-6	+1	57	22,549	160	177	150
South Atlantic.....	+6	-5	+2	11	2,832	+11	-2	5	1,845	130	123	125
Pacific.....	-1	-1	+6	17	3,703	+6	+6	10	2,934	127	116	118
Retailer-cooperative warehouses.....	+8	-11	+9	21	10,774	+6	-9	14	5,617	98	98	101
Specialty lines wholesalers.....	+8	-21	+8	91	15,530	+2	-5	66	17,588	139	147	115
New England.....	-8	-5	-1	4	84	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-4	-24	+7	19	3,731	+17	-2	14	4,199	128	103	96
East North Central.....	-9	-31	-4	10	640	+12	-9	6	309	77	69	75
South Atlantic.....	-3	-7	+2	16	1,858	-2	-6	11	1,674	100	99	98
East South Central.....	-9	-18	-4	6	602	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	+6	-33	+21	5	363	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+21	-21	+8	26	7,043	-7	-6	23	9,368	171	227	140
Leather and shoe findings.....	+9	+23	+2	26	643	-5	-5	13	1,126	295	379	390
Middle Atlantic.....	-2	+2	+2	5	41	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	-5	+9	-2	5	96	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central.....	-8	+4	-3	4	54	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	0	+15	-3	7	310	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products.....	-2	+3	-8	39	21,302	-7	+4	35	9,366	49	52	49
Middle Atlantic.....	-3	+1	-8	10	3,700	+9	-6	10	1,989	54	49	57
East North Central.....	-7	+7	-10	13	9,564	-1	+11	12	5,043	56	53	53
South Central.....	+24	-2	+9	4	3,292	-27	-3	4	1,356	41	71	41
Pacific.....	-8	-3	-14	5	3,777	-28	-3	4	664	27	40	29
Paper and its products.....	+4	-3	+2	62	9,525	-4	+6	40	8,523	138	147	126
New England.....	0	-7	-3	5	304	-4	+2	4	379	211	203	207
Middle Atlantic.....	+1	-6	-3	17	2,641	-7	+11	10	1,607	117	120	96
East North Central.....	+13	+2	+6	19	4,141	-5	-3	14	3,375	98	115	103
South Atlantic.....	+3	-1	+2	6	830	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	+4	+7	-1	4	318	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-14	-18	+2	7	941	+2	+8	6	2,331	327	269	242
Petroleum.....	+14	-1	+2	28	6,654	-16	-11	28	4,467	67	91	75
Shoes and other footwear.....	-1	-19	+6	34	27,419	+14	+19	30	79,751	294	255	201
Tobacco products.....	+3	+8	+2	274	42,504	-4	-10	166	16,128	56	60	68
New England.....	+3	+10	+3	33	2,999	0	0	13	796	60	98	66
Middle Atlantic.....	+7	+11	+4	55	14,120	-12	-21	36	6,283	58	74	81
East North Central.....	+3	+8	+4	65	8,738	+7	0	38	2,752	54	58	59
West North Central.....	-4	+4	-2	38	4,779	-10	-3	31	2,068	54	60	57
South Atlantic.....	+7	+9	+4	25	5,655	+7	-4	20	2,567	55	60	63
East South Central.....	0	+1	+2	11	1,586	+8	-8	6	602	47	46	51
West South Central.....	-3	+4	-2	25	2,072	-4	-1	8	401	46	52	51
Mountain.....	0	+5	0	10	607	+17	-2	9	406	68	68	71
Pacific.....	-1	+5	-2	12	1,948	+7	-8	5	253	53	80	65
Wines and spirits ⁵	+7	-5	+7	269	93,663	-10	-1	216	100,922	130	153	126
New England.....	-6	-7	+1	22	5,181	-14	-4	14	3,036	98	118	99
Middle Atlantic.....	+13	+7	+15	43	29,688	-5	-1	41	27,601	102	121	110
East North Central.....	+12	+10	+9	38	12,232	+9	+2	27	12,202	132	133	132
West North Central.....	+9	-3	+2	31	7,277	-16	-16	26	8,313	143	190	183
South Atlantic.....	0	-1	+3	42	13,246	-10	-1	39	15,791	126	137	125
East South Central.....	+1	+6	+2	13	3,168	0	-1	11	4,756	187	172	196
West South Central.....	+1	-3	-2	36	9,028	-19	+4	33	14,425	162	200	151
Mountain.....	+7	-15	+25	5	1,255	-6	+9	4	1,166	134	152	102
Pacific.....	+8	-34	+7	39	12,588	-22	+6	21	13,632	175	234	110
Miscellaneous.....	+6	-9	+2	31	8,840	-1	-4	19	8,764	128	139	132

x Insufficient data to show separately.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the mark-up of sales, which varies from trade to trade.² Includes reports received too late for inclusion in previous monthly trends.³ The United States total and totals for some trades include a number of establishments not assigned to a geographic division.⁴ Not affiliated with voluntary or cooperative groups.⁵ Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

Note: Percentage changes are computed on an unweighted basis by summarizing all reports received in time for tabulation. Since coverage varies by kind of business and geographic division depending upon participation of wholesalers in the reporting service, data shown may not necessarily represent trends of all wholesalers. They do reflect, however, the experience of those wholesalers submitting data in each of the periods for which comparisons are made.

States comprising geographic divisions

New England (Conn., Maine, Mass., N.H., R.I., Vt.)
 Middle Atlantic (N.J., N.Y., Pa.)
 East North Central (Ill., Ind., Mich., Ohio, Wis.)
 West North Central (Iowa, Kans., Minn., Mo., Nebr., N.Dak., S.Dak.)
 South Atlantic (Del., Fla., Ga., Md., N.C., S.C., Va., W.Va.)

East South Central (Ala., Ky., Miss., Tenn.)
 West South Central (Ark., La., Okla., Texas)
 South Central - East South Central and West South Central combined.
 Mountain (Ariz., Colo., Idaho, Mont., Nev., N.Mex., Utah, Wyo.)
 Pacific (Calif., Oreg., Wash.)

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REF

MONTHLY

WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE

Sinclair Weeks, Secretary

BUREAU OF THE CENSUS

Robert W. Burgess, Director

MAY 1953

FOR RELEASE
JULY 2, 1953

SALES AND INVENTORIES

Sales and inventory trends presented in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 4,338 wholesale establishments in various lines of business.

SALES

May 1953 sales of merchant wholesalers fell 5 percent below the previous month, but were up 4 percent over a year ago. Cumulative sales for the first five months of this year were 5 percent higher than sales of the corresponding period of 1952.

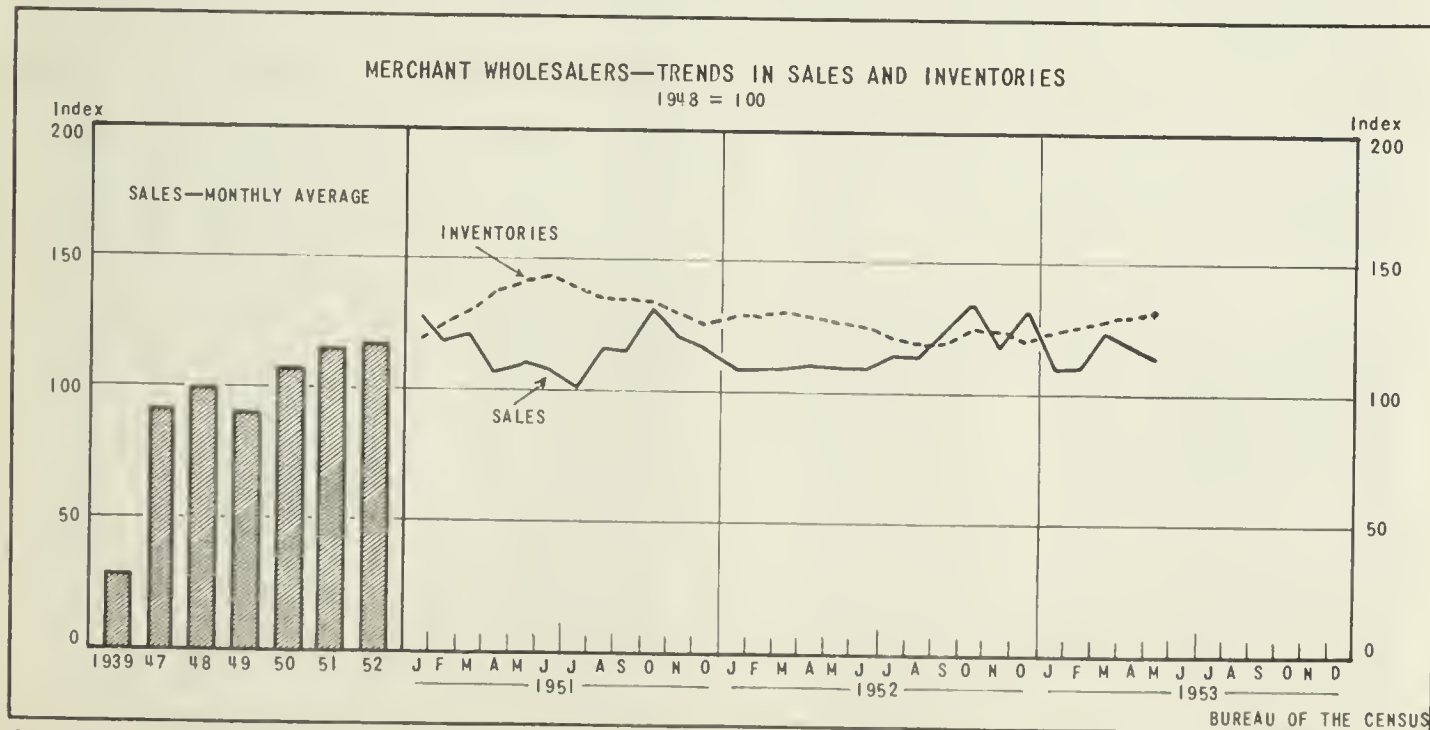
All geographic divisions reflected sales declines of 2 to 9 percent below April. Compared with a year ago, however, only two divisions--the East South Central (-1%) and the West South Central (-3%)--reported declines. The remaining seven divisions experienced gains ranging from 1 to 8 percent, with the Middle Atlantic Division showing the largest increase. Cumulative sales thus far this year in all divisions were ahead of the same five-month period of 1952 - the Mountain Division, up 9 percent, reflecting the principal increase.

Most of the 37 trades covered in this report experienced lower sales in May than in the previous month. Farm supplies, down 41 percent, reported the heaviest drop, while petroleum, down 21 percent, also showed a substantial decrease. Six trades, led by refrigeration equipment and parts (up 21 percent) indicated gains over April, while 3 trades--grocery retailer co-ops, meats and meat products, and tobacco products--showed practically no change. Twenty-three trades shown in this report reflected sales above a year ago. Substantial gains were indicated by industrial chemicals (27%), refrigeration equipment and parts (26%), and metals (25%). Declines below May 1952 sales, reported by 14 trades, varied from 1 to 8 percent, with the heaviest drop being shown by petroleum.

INVENTORIES

Inventories (valued at cost) of wholesalers at the end of May showed practically no change from stocks on hand April 30, but were up 5 percent over May 31, 1952. Based on the reports of 3,357 establishments submitting inventory figures along with sales data, the May stock-sales ratio of 174 percent was 7 points higher than that reported for the previous month and 1 point above the May 1952 ratio.

While the New England, East North Central, and Pacific Divisions indicated small inventory gains over a month earlier, the East South Central, West South Central, and Mountain Divisions reflected small declines. The Middle Atlantic, South Atlantic, and West North Central Divisions showed no change. All geographic divisions, however, reported heavier inventories than a year ago, such gains ranging from 3 percent in the New England and West South Central Divisions to 10 percent in the East South Central Division.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

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WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

MAY 1953

[Data are shown by geographic division, where possible without disclosure of individual operations]

[Data are shown by geographic division, where possible without disclosure of individual operations]													
Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock sales ratios ¹ (percent)			
	Percent change		5 mo. 1953 from 5 mo. 1952 ²	May 1953 panel		Percent change		Number of estab- lishments report- ing	Reported dollar values (add 000)	May 1953	May 1952	Apr. 1953	
	May 1953 from--			May 1953 from--									
	May 1952	Apr. 1953		May 1952	Apr. 1953								
United States, total ³	+4	-5	+5	4,338	\$823,631	+5	0	3,357	\$1,190,516	174	173	167	
New England.....	+7	-5	+5	260	36,883	+3	+1	178	42,709	156	161	145	
Middle Atlantic.....	+8	-2	+6	766	162,400	+5	0	578	179,833	139	144	136	
East North Central.....	+5	-3	+5	830	153,142	+5	+1	672	197,991	149	150	142	
West North Central.....	+1	-9	+5	532	100,419	+4	0	404	176,971	205	198	188	
South Atlantic.....	+3	-4	+4	556	97,875	+6	0	447	141,851	169	165	164	
East South Central.....	-1	-4	+4	213	36,249	+10	-3	163	53,207	174	158	173	
West South Central.....	-3	-8	+3	394	67,714	+3	-3	306	110,335	198	189	189	
Mountain.....	+5	-4	+9	179	26,611	+9	-1	145	41,824	183	177	177	
Pacific.....	+3	-5	+7	558	111,005	+4	+2	414	158,237	191	187	175	
Automotive supplies.....	-5	-17	+8	387	18,538	-2	+1	215	20,061	273	280	269	
New England.....	-5	-16	+16	21	643	-14	-2	8	415	247	279	231	
Middle Atlantic.....	+5	-4	+6	46	1,161	-1	-2	43	2,753	264	277	266	
East North Central.....	-1	-6	+5	77	3,938	-7	+3	61	6,118	237	255	239	
West North Central.....	-4	-18	+8	95	4,301	-1	0	26	2,299	314	295	327	
South Atlantic.....	-16	-28	+9	23	2,617	-4	0	16	1,602	315	306	306	
East South Central.....	-23	-33	+5	12	1,452	+3	+3	7	1,761	343	297	320	
West South Central.....	-23	-33	+5	27	960	+9	-2	17	1,310	337	322	338	
Mountain.....	+4	-9	+13	27	960	+9	-2	17	1,310	337	322	338	
Pacific.....	+12	-4	+9	83	3,058	0	0	36	3,768	269	290	249	
Electrical group, total.....	+8	-7	+12	690	151,205	+8	+1	625	256,509	180	180	168	
Full-line wholesalers.....	+8	-8	+11	447	117,630	+7	+2	440	213,894	184	185	167	
New England.....	+12	-7	+8	33	6,619	-4	+1	33	12,494	189	220	172	
Middle Atlantic.....	+17	-3	+6	51	13,165	-1	-1	49	25,368	195	231	192	
East North Central.....	+8	-9	+9	91	26,358	+2	+2	90	43,914	167	177	152	
West North Central.....	-1	-13	+11	44	9,391	+6	+2	44	19,539	208	194	177	
South Atlantic.....	+7	-2	+10	79	22,658	+11	-1	77	37,332	168	163	167	
East South Central.....	+23	-5	+23	26	6,291	+20	+3	25	10,694	175	161	163	
West South Central.....	+1	-5	+12	48	11,912	+20	+3	48	25,855	217	183	200	
Mountain.....	+17	-11	+20	20	4,004	+10	+6	20	7,520	188	198	157	
Pacific.....	+6	-13	+16	55	17,232	+5	+9	54	31,178	183	183	147	
Wiring supplies, construction materials distributors.....	+10	-2	+4	128	11,464	+12	0	93	13,378	158	158	153	
New England.....	-5	-6	-8	13	742	-3	+4	4	225	145	155	151	
Middle Atlantic.....	+14	-4	-1	29	1,286	-1	-2	23	2,011	178	205	190	
East North Central.....	+3	-6	+1	31	3,564	+16	0	25	4,813	170	149	159	
West North Central.....	+15	-1	+12	6	949	+26	+11	4	956	217	217	181	
South Atlantic.....	+35	-2	+19	18	2,356	0	-3	15	2,085	97	135	99	
East South Central.....	+6	+21	-6	11	1,380	+19	0	7	1,274	172	149	191	
West South Central.....	-15	-23	+8	6	342	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
Mountain.....	+11	-4	+13	14	845	+28	+5	13	1,679	200	174	184	
Pacific.....	+11	-4	+13	14	845	+28	+5	13	1,679	200	174	184	
Appliances and specialties wholesalers.....	+12	-4	+19	115	22,111	+18	-8	92	29,237	170	164	182	
New England.....	+7	-12	+25	14	1,719	+37	-4	10	1,937	145	116	130	
Middle Atlantic.....	+23	-12	+20	22	6,748	-7	-8	19	7,690	135	188	141	
East North Central.....	+17	-1	+23	21	4,057	+37	-8	13	4,129	211	147	210	
West North Central.....	+12	-23	+26	13	1,171	+30	+4	12	3,023	263	234	194	
South Atlantic.....	+10	+16	+18	16	3,377	+27	-10	15	4,597	162	138	213	
East South Central.....	+4	+28	+14	11	2,085	+5	-31	9	2,502	123	120	228	
West South Central.....	-2	-4	+10	7	1,024	+36	0	7	2,508	245	176	236	
Mountain.....	-7	-10	+17	11	1,930	+56	+3	7	2,851	233	142	209	
Pacific.....	-7	-10	+17	11	1,930	+56	+3	7	2,851	233	142	209	
Furniture and house furnishings.....	+10	-6	+10	82	15,166	+18	-1	63	26,451	202	188	190	
Middle Atlantic.....	+14	-1	+1	15	2,353	+13	+5	10	4,379	248	247	230	
East North Central.....	+22	-1	+9	9	2,581	+14	-5	8	4,255	179	194	187	
West North Central.....	-1	-14	+2	12	2,073	+24	-3	12	4,735	228	184	203	
South Atlantic.....	+6	+4	+6	12	1,107	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
East South Central.....	+7	-18	+24	10	1,112	+25	+2	10	2,697	243	207	195	
West South Central.....	+1	-2	+8	7	1,218	+11	-4	5	1,923	206	187	210	
Mountain.....	+7	-7	+17	11	3,588	+30	+1	9	5,849	174	143	159	
Pacific.....	+7	-7	+17	11	3,588	+30	+1	9	5,849	174	143	159	
Hardware.....	+6	-3	+4	173	68,127	+6	0	144	152,406	261	262	255	
Middle Atlantic.....	+9	+2	+3	36	10,264	+19	-4	30	18,821	208	194	221	
East North Central.....	+9	-6	+12	33	13,545	+6	0	30	30,228	247	260	235	
West North Central.....	+13	-4	-1	18	11,280	-3	+5	18	33,840	300	350	273	
South Atlantic.....	+7	+6	0	24	6,423	0	-6	20	11,455	229	241	269	
East South Central.....	+8	-4	+3	15	4,836	+9	-6	13	10,027	230	194	233	
West South Central.....	-4	-4	0	15	5,337	+7	-5	9	8,725	259	248	274	
Mountain.....	-4	-3	-2	8	2,335	+16	-2	5	3,866	360	289	352	
Pacific.....	-4	-5	+7	21	13,556	+11	+2	16	34,431	301	277	277	
Industrial supplies.....	+2	-4	0	135	21,044	-6	0	107	33,734	187	201	181	
New England.....	+1	-4	0	15	1,429	-2	-3	12	2,407	215	219	212	
Middle Atlantic.....	-4	0	-8	29	4,008	-7	+2	23	6,879	187	198	182	
East North Central.....	+17	-4	+5	20	5,019	-4	+1	18	7,448	152	187	144	
West North Central.....	+8	-10	+10	9	1,322	-11	+6	8	1,938	181	209	167	
South Atlantic.....	+2	+1	-5	17	1,630	-1	+1	14	3,387	224	228	222	
East South Central.....	-1	+2	-3	10	2,166	+1	0	9	3,855	183	179	187	
West South Central.....	-9	-9	-1	28	4,465	-11	-2	18	6,232	222	217	200	
Mountain.....	+9	+6	+2	7	1,005	-2	-1	5	1,588	193	209	206	
Pacific.....	+9	+6	+2	7	1,005	-2	-1	5	1,588	193	209	206	
Jewelry.....	+5	-2	-2	131	6,148	+2	-3	78	13,170	298	297	302	
New England.....	+6	-12	+4	8	380	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
Middle Atlantic.....	-2	-1	-12	39	2,059	+9	-3	18	3,406	276	230	295	
East North Central.....	+3	-10	+7	41	1,405	+3	+1	28	4,313	346	358	311	
West North Central.....	+2	-16	+1	12	608	-7	-5	11	1,992	328	358	291	
South Atlantic.....	+2	-13	-6	6	216	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
East South Central.....	+10	+21	+9	5	181	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
West South Central.....	+2	+21	+9	5	181	(x)	(x)	(x)	(x)	(x)	(x)	(x)	
Mountain.....	+21	+24	+1	17	1,291	+2	-8	11	2,568	251	280	327	
Pacific.....	+21	+24	+1	17	1,291	+2	-8	11	2,568	251	280	327	

See footnotes at end of table.

MAY 1953

[Data are shown by geographic division, where possible without disclosure of individual operations]

Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change		May 1953 panel			Percent change,		May 1953 panel		May 1953	May 1952	Apr. 1953
	May 1953 from--		5 mo. 1953 from 5 mo. 1952 ²	Number of estab- lishments report- ing	Reported dollar values (add 000)	May 1953 from--		Number of estab- lishments report- ing (add 000)				
	May 1952	Apr. 1953				May 1952	Apr. 1953					
Lumber and building materials.....	-1	-7	+3	80	\$13,813	+14	-1	60	\$14,551	145	122	132
Middle Atlantic.....	-5	-17	+2	19	3,211	-3	+1	11	1,343	67	59	47
East North Central.....	-5	+1	+8	11	1,377	+13	+8	9	1,434	123	104	113
West North Central.....	+19	+17	+5	6	683	+7	+3	4	404	121	146	117
South Atlantic.....	-3	-9	0	12	1,814	+5	0	10	1,678	173	160	169
East South Central.....	+2	+3	+11	4	940	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	+1	-8	+2	7	2,287	+5	-7	6	3,798	182	174	182
Pacific.....	+5	-8	+3	7	1,437	+27	+10	6	2,237	158	130	131
Machinery equipment, supplies (except electrical).....	-2	-9	-4	52	8,026	+6	+2	41	17,112	249	237	214
New England.....	+2	-4	+3	4	283	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-5	-12	-13	7	1,338	+1	+3	4	1,964	158	148	134
East North Central.....	-14	+23	-7	9	1,311	+7	+2	6	1,422	175	163	168
South Atlantic.....	+4	-6	+2	7	882	-3	-3	6	2,250	277	307	269
Pacific.....	+1	-5	-7	7	1,352	+6	+7	5	2,038	205	199	200
Metals.....	+25	-5	+22	45	16,708	+26	+2	41	27,523	168	167	156
Paints and varnishes.....	+11	+5	+11	48	6,891	-5	-2	44	16,149	239	281	256
Plumbing and heating supplies.....	-3	+3	-5	136	17,109	+5	+1	114	31,778	207	191	213
New England.....	-14	+7	-3	7	280	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+5	+4	-1	32	2,377	0	+2	24	4,059	198	209	206
East North Central.....	+3	-2	+3	15	1,312	+1	+8	13	2,980	263	265	235
West North Central.....	+10	+8	+7	16	1,449	-3	-3	14	3,008	223	254	251
South Atlantic.....	-2	+6	-7	39	7,996	+6	+1	39	14,991	187	174	197
East South Central.....	-19	-4	-13	10	1,708	+27	-1	9	3,420	203	130	195
Pacific.....	-2	-12	-1	5	1,051	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Refrigeration equipment, parts (commercial).	+26	+21	+15	72	2,594	0	-2	61	4,082	205	270	254
Middle Atlantic.....	+35	+19	+12	15	966	0	-2	12	1,218	162	227	197
East North Central.....	+10	+14	+9	17	261	+3	-3	12	523	291	332	352
West North Central.....	+12	+9	+18	5	181	-12	-2	5	399	220	278	246
South Atlantic.....	+54	+36	+25	22	678	+1	-6	22	1,143	169	258	243
Pacific.....	-2	-6	+2	9	203	+9	+4	8	629	466	349	431
Surgical, medical, equipment, supplies.....	+5	-5	+3	32	5,041	+13	+2	25	6,154	137	129	128
Middle Atlantic.....	+2	-11	+4	7	954	+50	+1	5	1,126	140	97	123
East North Central.....	+11	+1	-1	10	2,276	+9	+3	7	2,597	128	130	126
South Atlantic.....	+11	-12	+16	5	790	+11	+2	5	1,106	140	141	121
South Central.....	-2	-4	+8	5	645	-1	-3	4	756	138	136	132
Beer.....	+4	+11	+2	35	1,844	-19	-5	29	789	47	62	56
Middle Atlantic.....	+3	+12	+1	7	434	+19	+39	6	114	27	23	21
East North Central.....	-3	+10	+1	10	566	-15	-10	10	225	40	46	49
West North Central.....	-3	+19	-2	5	124	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	+32	+14	+5	4	428	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-12	0	-5	7	235	-30	-8	6	129	66	84	71
Chemicals, industrial.....	+27	-8	+20	15	3,055	-4	+7	12	1,706	61	82	52
Clothing and furnishings (except shoes).....	+3	-6	-4	19	3,137	+22	+3	13	4,593	210	175	170
Coal.....	+4	-9	-5	18	2,974	+17	+20	17	4,403	145	127	110
Confectionery.....	-2	-5	0	41	1,379	0	-8	23	765	106	105	103
Middle Atlantic.....	-1	+2	+1	8	416	-1	-5	4	199	93	91	101
East North Central.....	+2	+6	+2	4	116	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	0	-14	+4	10	233	+4	-7	6	174	104	103	93
East South Central.....	-4	-6	-4	10	218	-11	-31	5	25	56	62	78
Dairy and poultry products.....	+7	+7	+2	23	7,508	+20	+26	19	3,401	54	48	45
Drugs and sundries (liquor excluded).....	+3	-5	+5	200	60,399	+3	-3	161	94,044	192	190	188
New England.....	+4	-4	+2	12	2,864	-2	0	10	3,912	178	184	177
Middle Atlantic.....	+6	-3	+5	27	10,901	+1	-4	19	11,378	166	173	165
East North Central.....	+4	-3	+5	27	10,177	+8	+1	20	13,849	177	172	171
West North Central.....	-3	-6	+4	18	5,878	+3	+1	16	9,410	187	176	174
South Atlantic.....	+2	-7	+6	31	6,827	+9	-3	24	11,523	211	195	203
East South Central.....	-3	-6	+5	16	3,366	0	-7	12	5,355	196	188	197
West South Central.....	+2	-4	+5	31	7,670	+2	-6	26	14,223	223	223	226
Mountain.....	-2	-4	+2	12	1,965	-1	-4	10	4,531	244	240	243
Pacific.....	+4	-5	+8	26	10,751	+3	-3	24	19,863	186	189	181
Dry goods.....	+9	-5	+9	165	36,313	+14	-7	135	75,287	251	237	256
New England.....	+3	-15	0	5	501	+23	-5	5	842	168	141	151
Middle Atlantic.....	+21	+4	+13	46	7,016	+16	+3	33	9,972	232	236	250
East North Central.....	+18	-7	+18	14	3,993	+30	+1	14	7,511	188	171	172
West North Central.....	+4	-7	+9	18	12,168	+14	-14	16	33,703	279	254	302
South Atlantic.....	+4	-5	+4	25	3,671	+8	-2	19	7,973	243	237	233
East South Central.....	+4	-6	0	15	1,399	+16	+2	10	3,555	335	300	305
West South Central.....	-6	-12	+2	14	1,928	+7	-4	14	4,822	250	221	230
Mountain.....	-1	-8	+3	6	462	+14	+1	5	1,478	360	309	318
Pacific.....	+15	-7	+12	22	5,175	+8	-1	17	5,431	224	238	216
Farm supplies.....	-2	-41	-11	18	2,974	-11	-5	9	920	86	99	84
Fresh fruits and vegetables.....	-1	+11	-4	61	6,879	0	-10	39	988	23	23	30
New England.....	-20	+8	-16	5	330	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+3	+15	-8	18	1,659	-7	-18	10	194	24	25	34
East North Central.....	+4	+27	+5	15	2,643	+11	+1	8	168	11	12	22
West North Central.....	-3	-4	-9	7	651	+11	-7	7	200	31	27	32
South Atlantic.....	+2	+13	-5	4	278	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East South Central.....	-14	+2	-12	4	282	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-5	-8	-7	5	760	(x)	(x)	(x)	(x)	(x)	(x)	(x)

See footnotes at end of table.

WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

MAY 1953

[Data are shown by geographic division, where possible without disclosure of individual operations]

[Data are shown by geographic division, where possible without disclosure of individual operations]												
Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change		5 mo. 1953 from 5 mo. 1952 ²	Number of estab- lishments report- ing	Reported dollar values (add 000)	Percent change, May 1953 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)	May 1953	May 1952	Apr. 1953
	May 1952	Apr. 1953				May 1952	Apr. 1953					
Groceries, total.....	-2	-5	+3	852	\$135,192	+1	-1	683	\$137,958	133	129	128
Nonaffiliated full-line wholesalers ⁴	-4	-5	0	546	53,313	-1	-4	458	57,444	131	128	130
New England.....	+4	+6	+5	7	1,628	+9	-7	6	2,574	166	160	190
Middle Atlantic.....	+1	0	+5	19	2,913	+2	-3	12	3,088	130	132	133
East North Central.....	-1	+1	-4	132	9,595	-1	+7	125	11,100	126	127	121
West North Central.....	-6	-8	+2	57	5,881	+1	-4	44	6,686	145	137	138
South Atlantic.....	-5	-8	-1	59	7,061	+1	-6	34	5,955	132	124	130
East South Central.....	-11	-6	-4	39	4,034	-3	-1	30	4,152	134	122	128
West South Central.....	-7	-9	+1	100	11,624	-4	-8	78	11,273	126	124	126
Mountain.....	-2	-2	+4	25	2,577	+1	-4	23	3,504	145	140	149
Pacific.....	-2	-9	-3	108	8,000	-3	-8	106	9,112	121	121	121
Voluntary-group wholesalers.....	-1	-6	+5	195	56,162	+3	0	147	57,077	136	129	128
New England.....	+8	0	+7	11	3,831	+9	-2	8	2,249	122	112	120
Middle Atlantic.....	0	-2	0	35	11,520	+2	-4	25	8,265	124	126	132
East North Central.....	-3	-11	+6	43	9,983	+4	-3	29	8,562	113	105	102
West North Central.....	-4	-8	+7	63	17,458	+4	+6	62	27,719	159	147	138
South Atlantic.....	-2	-7	+2	11	2,620	+4	-10	5	1,697	126	118	133
Pacific.....	0	-7	+5	24	5,970	+5	-6	10	2,749	122	109	127
Retailer-cooperative warehouses.....	+5	0	+8	18	10,808	+7	+4	11	5,824	102	100	98
Specialty lines wholesalers.....	+1	-5	+7	93	14,909	+1	+1	67	17,613	146	148	137
New England.....	-16	-8	-5	5	160	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+2	-4	+6	21	3,721	+16	-3	14	4,058	130	113	128
East North Central.....	-9	+7	-5	10	693	+14	0	7	309	70	67	75
South Atlantic.....	+6	0	+2	14	1,809	-4	-8	10	1,490	90	101	98
East South Central.....	-7	-1	-4	5	555	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	0	+2	+17	5	371	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-7	-14	+5	27	6,071	-7	+5	23	9,845	210	212	171
Leather and shoe findings.....	-7	-7	0	25	498	-1	+1	14	1,192	387	370	375
Middle Atlantic.....	+6	-8	+3	5	33	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	-2	-11	-2	4	58	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central.....	-14	-8	-6	4	50	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-7	-7	-4	7	287	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products.....	-4	0	-7	38	21,159	-7	-3	34	8,944	48	51	49
Middle Atlantic.....	+5	+3	-5	10	3,812	+20	+16	10	2,315	61	53	54
East North Central.....	-5	-1	-9	12	9,476	-12	-14	11	4,349	49	52	56
South Central.....	+12	-4	+10	4	3,158	-21	+5	4	1,422	45	64	41
Pacific.....	-19	0	-15	5	3,775	-18	+1	4	671	31	32	27
Paper and its products.....	+5	-6	+2	62	9,226	-2	+3	40	9,411	149	159	136
New England.....	+16	+11	+1	4	320	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+13	0	0	18	2,992	-7	+1	10	1,948	109	137	112
East North Central.....	+5	-10	+6	17	3,475	-4	+1	12	2,784	98	109	88
South Atlantic.....	+5	-7	+2	7	795	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	+7	-11	0	5	450	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-18	-8	-2	7	865	+8	+10	6	2,561	422	295	327
Petroleum.....	-8	-21	0	28	5,276	-2	+13	28	5,054	96	90	67
Shoes and other footwear.....	+3	-13	+5	35	24,386	+8	-3	31	77,544	321	306	289
Tobacco products.....	-2	0	+2	269	41,624	+7	+7	160	16,743	60	55	56
New England.....	+2	+5	+3	31	3,106	0	+25	12	800	72	77	64
Middle Atlantic.....	-2	+1	+3	55	14,161	+13	+13	33	6,844	63	55	57
East North Central.....	0	+1	+3	58	7,903	+8	+2	36	2,737	55	50	55
West North Central.....	-4	+2	-3	42	4,955	-5	+6	31	2,180	55	56	53
South Atlantic.....	-1	-4	+3	25	5,459	+6	+1	21	2,723	61	56	57
East South Central.....	-5	-1	0	14	1,741	+16	-1	8	539	49	41	50
West South Central.....	-5	-4	-2	25	1,992	-6	-4	8	387	49	47	46
Mountain.....	-1	+3	0	8	476	+12	-4	7	310	67	60	72
Pacific.....	-6	-4	-3	11	1,831	+9	-4	4	223	49	50	53
Wines and spirits ⁵	+7	-1	+7	286	95,458	-6	+4	233	109,068	137	155	128
New England.....	+17	-4	+4	20	4,841	-12	+1	13	3,005	100	125	93
Middle Atlantic.....	+11	0	+14	49	32,019	-2	+2	46	32,987	112	125	109
East North Central.....	+12	+5	+9	41	13,169	0	+3	32	14,828	133	149	130
West North Central.....	+11	+14	+4	33	7,716	+6	+22	29	9,763	169	180	145
South Atlantic.....	-1	-12	+2	45	13,037	-6	+12	43	18,569	145	154	116
East South Central.....	+8	-17	+3	14	2,733	+5	+5	11	5,012	234	242	187
West South Central.....	-7	-8	-3	34	7,062	-23	-12	28	10,572	160	193	168
Mountain.....	+14	-4	+23	15	2,480	+5	+6	13	2,849	142	157	128
Pacific.....	+6	+10	+7	35	12,401	-21	+1	18	11,483	167	215	174
Miscellaneous.....	-1	-7	+2	31	8,180	+17	-2	19	8,585	136	117	127

x Insufficient data to show separately.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the mark-up of sales, which varies from trade to trade.² Includes reports received too late for inclusion in previous monthly trends.³ The United States total and totals for some trades include a number of establishments not assigned to a geographic division.⁴ Not affiliated with voluntary or cooperative groups.⁵ Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

Note: Percentage changes are computed on an unweighted basis by summarizing all reports received in time for tabulation. Since coverage varies by kind of business and geographic division depending upon participation of wholesalers in the reporting service, data shown may not necessarily represent trends of all wholesalers. They do reflect, however, the experience of those wholesalers submitting data in each of the periods for which comparisons are made.

States comprising geographic divisions

New England (Conn., Maine, Mass., N.H., R.I., Vt.)

Middle Atlantic (N.J., N.Y., Pa.)

East North Central (Ill., Ind., Mich., Ohio, Wis.)

West North Central (Iowa, Kans., Minn., Mo., Nebr., N.Dak., S.Dak.)

South Atlantic (Del., Fla., Ga., Md., N.C., S.C., Va., W.Va.)

East South Central (Ala., Ky., Miss., Tenn.)

West South Central (Ark., La., Okla., Texas)

South Central - East South Central and West South Central combined.

Mountain (Ariz., Colo., Idaho, Mont., Nev., N.Mex., Utah, Wyo.)

Pacific (Calif., Oreg., Wash.)

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MONTHLY

WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE

Sinclair Weeks, Secretary

BUREAU OF THE CENSUS

Robert W. Burgess, Director

JUNE 1953

FOR RELEASE
AUGUST 5, 1953

SALES AND INVENTORIES

Sales and inventory trends presented in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 4,357 wholesale establishments in various lines of business.

SALES

June 1953 sales of merchant wholesalers increased 4 percent over the previous month and were 8 percent above a year ago. Cumulative sales for the first six months of 1953 were 6 percent higher than the first half 1952 sales.

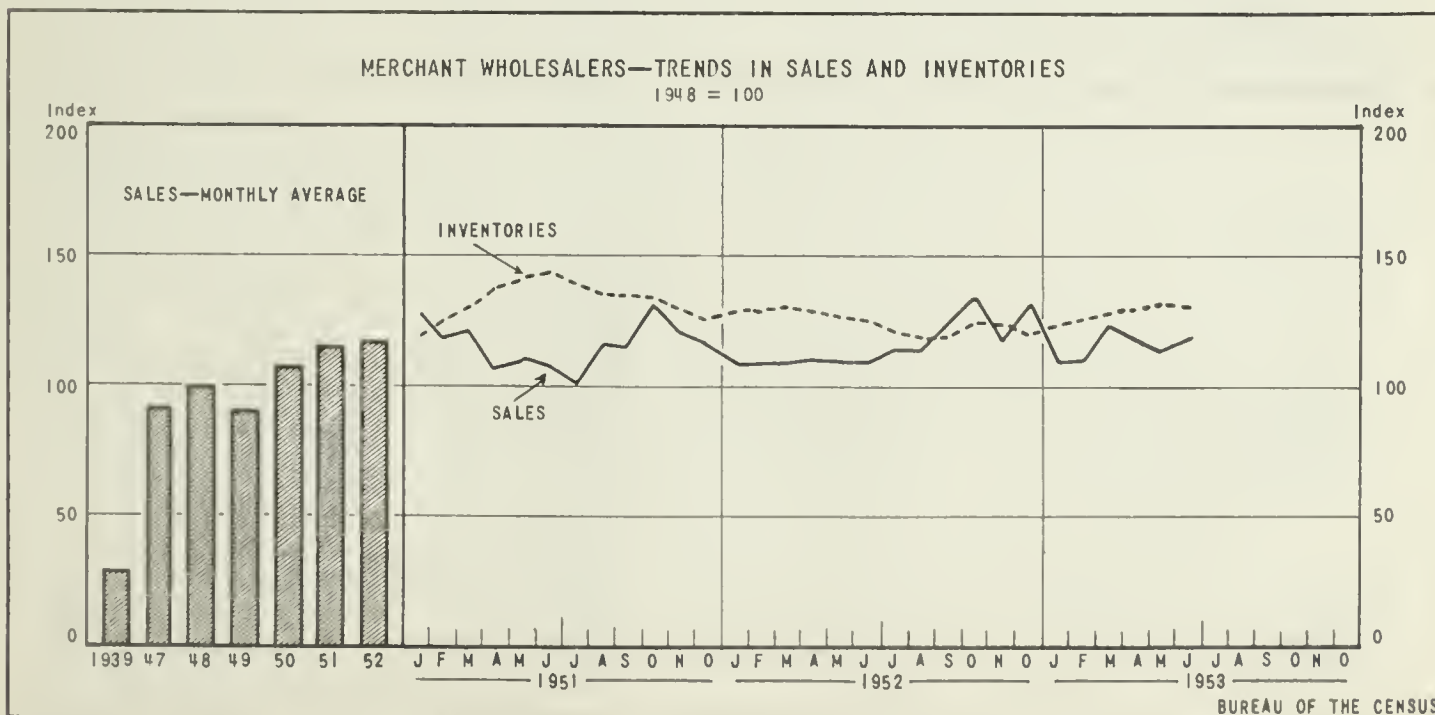
All geographic divisions experienced sales gains over May 1953 as well as June a year ago. The Mountain Division--up 9 percent over May and 14 percent higher than last June--registered the largest gains over both periods. The Pacific Division reported the smallest increases--2 percent over the previous month and 3 percent above June 1952. In all divisions, cumulative sales for the first half of 1953 were above sales in the corresponding period of last year, the principal increase (10%) being shown in the Mountain Division.

Of the 37 kinds of business covered in this report, 25 trades, led by automotive supplies, experienced sales gains of 1 to 24 percent over the previous month. Machinery equipment and supplies, confectionery, and dry goods reported sales at the same level as a month earlier, while nine trades indicated declines--the sharpest drop (19%) being shown by farm supplies. All durable goods trades reflected increased sales over a year ago. However, four nondurable goods trades--farm supplies (-14%), leather and shoe findings (-5%), fresh fruits and vegetables (-3%), and beer (-1%)--reported declines, and one trade, meat and meat products, remained at the same sales level as a year ago. First half 1953 sales were ahead of a year ago in 28 of the 37 trades, with metals and industrial chemicals sharing the principal increase, 21 percent.

INVENTORIES

Inventories (valued at cost) of wholesalers at the end of June showed practically no change from stocks on hand May 31, but were 7 percent above inventories of June 30, 1952. Based on the reports of 3,304 establishments submitting inventory figures in conjunction with sales data, the June stock-sales ratio of 167 percent was 7 points below that reported for the previous month and 1 point lower than the June 1952 ratio.

Inventories in the Mountain Division were reduced 6 percent from a month earlier, reflecting the sales gains noted above for this Division. While four other divisions also reported declines and two Divisions showed increases, these inventory changes were all within 2 percent. All geographic divisions reported larger inventories than on hand a year ago, such increases ranging from 3 percent in the New England Division to 10 percent in the East South Central Division.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

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WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
JUNE 1953

[Data are shown by geographic division, where possible without disclosure of individual operations]

Data are shown by geographic division, where possible without disclosure of individual operations.												
Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change		June 1953 panel			Percent change		June 1953 panel		June 1953	June 1952	May 1953
	June 1953 from--		6 mos. 1953 from	Number of estab- lishments report- ing	Reported dollar values (add 000)	June 1953 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)			
	June 1952	May 1953				June 1952	May 1953					
United States, total.....	+8	+4	+6	4,357	\$853,460	+7	0	3,304	\$1,140,563	167	168	174
New England.....	+12	+7	+6	259	37,905	+3	0	186	42,070	155	168	165
Middle Atlantic.....	+12	+4	+7	769	167,984	+8	+2	565	178,113	134	142	140
East North Central.....	+11	+5	+6	847	160,218	+6	-2	677	185,318	139	146	147
West North Central.....	+5	+6	+5	538	107,371	+7	+1	392	172,672	193	191	203
South Atlantic.....	+6	+3	+4	550	93,870	+11	0	427	131,146	172	164	174
East South Central.....	+6	+6	+5	203	38,061	+10	-2	148	47,654	157	150	171
West South Central.....	+4	+4	+3	397	73,027	+7	-1	299	104,459	185	175	192
Mountain.....	+14	+9	+10	180	31,069	+5	-6	145	40,432	152	164	178
Pacific.....	+3	+2	+6	563	111,880	+6	-2	414	147,054	183	177	190
Automotive supplies.....	+11	+24	+8	386	22,106	-1	0	222	18,356	255	269	269
New England.....	+8	+21	+14	21	779	0	+23	17	850	263	242	236
Middle Atlantic.....	+8	+5	+6	48	1,173	-3	-3	45	2,664	252	279	272
East North Central.....	+14	+17	+7	76	4,222	-1	+1	59	5,760	224	246	240
West North Central.....	+3	+28	+7	82	4,962	+1	-5	11	835	263	294	314
South Atlantic.....	+18	+45	+11	25	3,933	+5	+2	18	1,875	282	288	303
West South Central.....	+13	+59	+6	14	2,293	-3	-2	9	1,482	275	255	299
Mountain.....	+42	+9	+17	27	1,044	+10	-2	17	1,285	327	314	337
Pacific.....	+1	-1	+7	90	2,983	-3	-1	43	3,573	273	293	269
Electrical group, total.....	+9	+9	+11	701	166,187	+13	-4	633	248,206	158	153	180
Full-line wholesalers.....	+9	+10	+11	449	129,772	+12	-4	442	204,629	159	155	183
New England.....	+10	+9	+8	34	7,439	-3	-4	34	12,516	168	190	191
Middle Atlantic.....	+12	+8	+7	62	19,256	+6	-2	60	29,143	153	163	169
East North Central.....	+10	+9	+10	92	28,628	+7	-3	91	42,201	148	152	166
West North Central.....	+6	+17	+11	45	10,972	+8	-8	45	17,884	163	161	208
South Atlantic.....	+1	+3	+8	66	18,611	+19	-5	64	31,083	172	147	186
East South Central.....	+6	+13	+20	26	7,118	+26	-6	25	10,099	146	122	175
West South Central.....	+11	+25	+12	47	14,581	+20	-9	47	23,075	158	146	219
Mountain.....	+21	+7	+20	21	4,660	+22	+1	21	8,071	173	172	184
Pacific.....	+9	+6	+15	56	18,507	+13	-2	55	30,557	166	160	182
Wiring supplies, construction materials distributors.....	+15	+7	+6	135	12,986	+13	-2	96	13,838	143	151	158
New England.....	+13	+15	-4	14	916	+3	+6	5	387	149	181	174
Middle Atlantic.....	+10	+7	0	28	1,285	+6	+1	19	1,810	176	184	186
East North Central.....	+17	+12	+4	33	4,236	+13	-1	27	5,086	146	152	169
West North Central.....	+3	+16	+10	9	1,345	+14	-6	6	1,182	168	169	226
South Atlantic.....	+21	-10	+19	19	2,102	+9	+1	16	1,968	105	116	92
East South Central.....	+19	+6	-2	12	1,836	+16	-7	7	1,591	133	148	164
West South Central.....	+10	+20	+8	6	410	+1	-4	3	321	124	134	168
Mountain.....	+21	+8	+14	14	856	+28	-3	13	1,493	176	166	196
Pacific.....	+7	+5	+17	117	23,429	+22	-1	95	29,739	155	138	168
New England.....	+35	+14	+26	14	1,926	+30	+6	11	2,198	140	147	150
Middle Atlantic.....	+9	+2	+18	24	8,416	+13	+7	18	8,131	141	143	135
East North Central.....	+13	+14	+21	19	2,767	+23	+2	14	3,941	172	160	204
West North Central.....	+15	+17	+24	14	1,398	+25	-5	12	2,877	213	195	263
South Atlantic.....	-1	-7	+14	16	3,124	+48	+11	15	5,086	198	130	162
East South Central.....	-1	+9	+11	12	2,490	+3	-9	10	2,623	107	102	129
West South Central.....	+21	+14	+13	8	1,597	+17	-15	8	2,598	163	169	218
Mountain.....	+21	+14	+13	8	1,597	+17	-15	8	2,598	163	169	218
Pacific.....	-14	+3	+11	10	1,711	+28	-27	7	2,285	145	95	210
Furniture and house furnishings.....	+3	-7	+9	81	14,084	+19	-5	63	25,940	212	185	207
Middle Atlantic.....	+5	-6	+1	13	1,942	+13	-4	9	3,736	270	261	263
East North Central.....	+13	-10	+10	8	2,146	+6	-6	7	3,774	194	209	184
West North Central.....	+1	-9	+2	12	1,882	+24	+1	12	4,783	254	206	228
South Atlantic.....	+4	-1	+5	12	1,100	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East South Central.....	+1	-6	+19	12	1,743	+27	-13	12	3,645	209	166	226
West South Central.....	+3	-5	+8	6	988	+9	-8	5	1,760	201	193	206
Mountain.....	+3	-5	+8	6	988	+9	-8	5	1,760	201	193	206
Pacific.....	-1	-7	+14	12	3,444	+34	-4	10	5,942	184	136	178
Hardware.....	+11	+2	+5	167	68,370	+8	0	130	147,754	254	260	263
Middle Atlantic.....	+14	0	+5	36	10,252	+12	0	21	15,524	200	204	206
East North Central.....	+15	+3	+12	32	13,806	+9	-2	29	29,278	235	246	247
West North Central.....	+18	+6	+2	19	11,978	-2	-2	19	33,113	276	334	300
South Atlantic.....	0	-14	0	21	4,576	+4	+5	17	10,758	276	264	223
East South Central.....	+11	+13	+4	13	5,499	+15	+1	11	10,163	202	199	230
West South Central.....	+4	+6	0	12	5,262	+15	+4	7	7,711	259	238	244
Mountain.....	+5	+1	-1	8	2,347	+7	-5	4	3,212	337	289	361
Pacific.....	+6	+4	+6	23	14,206	+17	0	19	36,988	291	268	307
Industrial supplies.....	+9	+3	+1	137	22,863	+1	+1	108	37,001	190	198	192
New England.....	+5	-3	+1	10	1,251	0	0	9	2,679	235	242	224
Middle Atlantic.....	+4	0	-6	27	4,036	-1	+2	19	6,318	193	203	184
East North Central.....	+13	-1	+6	25	5,514	+10	+4	23	8,818	164	169	156
West North Central.....	0	+2	+8	10	1,436	-2	+2	8	1,972	171	174	181
South Atlantic.....	+19	+10	-1	20	2,102	+4	+2	16	4,160	218	253	238
East South Central.....	+3	+4	-2	9	2,419	-1	-2	8	4,134	175	181	186
West South Central.....	+17	+9	+2	26	4,817	-1	-1	16	5,997	199	193	220
Mountain.....	+7	-2	-0	10	1,288	-10	0	9	2,923	240	243	234
Pacific.....	-7	-2	-0	10	1,288	-10	0	9	2,923	240	243	234
Jewelry.....	+7	-13	-1	132	5,306	+4	+2	81	13,802	356	359	289
New England.....	0	-1	+4	8	376	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+10	-10	-9	41	1,791	+11	-3	19	3,313	331	295	276
East North Central.....	+28	+3	+10	42	1,530	+10	+4	30	4,521	326	396	326
West North Central.....	-8	-32	0	13	456	-1	+2	11	2,148	478	449	319
South Atlantic.....	+5	+14	-5	5	182	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East South Central.....	+3	-18	+8	5	148	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	+3	-18	+8	5	148	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	+3	-18	+8	5	148	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-14	-35	-1	15	814	-6	+2	12	2,996	377	347	237

See footnotes at end of table.

JUNE 1953

[Data are shown by geographic division, where possible without disclosure of individual operations]

Data are shown by geographic division, where possible without disclosure of individual operations												
Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change		June 1953 panel			Percent change		June 1953 panel		June 1953	June 1952	May 1953
	June 1953 from--		6 mos. 1953 from 6 mos. 1952 ²	Number of estab- lishments report- ing	Reported dollar values (add 000)	June 1953 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)			
	June 1952	May 1953				June 1952	May 1953					
Lumber and building materials.....	+9	+12	+4	81	\$ 15,598	+4	-9	60	\$ 13,276	111	121	145
Middle Atlantic.....	+19	+18	+5	19	3,787	-2	+4	11	1,403	54	65	67
East North Central.....	+6	+16	+7	12	1,827	+17	0	9	1,434	105	93	123
West North Central.....	-22	-14	-1	7	631	+8	-2	4	398	126	97	120
South Atlantic.....	-2	-2	-1	12	1,774	+18	+1	10	1,700	172	156	173
South Central.....	-1	-13	+9	4	786	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	+24	+40	+6	7	3,197	-17	-26	6	2,792	92	145	182
Pacific.....	+14	+5	+5	7	1,512	-5	-6	6	2,094	140	168	158
Machinery equipment, supplies (except electrical).....	+4	0	-3	59	9,252	+1	-1	45	17,945	235	242	238
New England.....	+17	+6	+5	5	457	-15	+1	4	976	294	418	317
Middle Atlantic.....	+48	+16	-6	8	1,572	+7	+1	5	1,994	135	191	157
East North Central.....	+14	-5	-3	12	1,875	+5	+4	9	2,241	154	171	146
South Atlantic.....	+6	-10	+3	7	791	-6	-5	6	2,147	294	328	277
South Central.....	-33	-13	-3	14	1,185	+4	-1	13	7,141	611	397	529
Pacific.....	-22	-12	-10	9	1,503	-4	-1	5	1,965	303	189	200
Metals.....	+18	-1	+21	43	16,661	+29	+1	39	27,551	169	156	166
Paints and varnishes.....	+11	-6	+11	49	6,507	-1	+7	45	17,450	274	306	242
Plumbing and heating supplies.....	+13	+10	-2	136	19,410	+4	-5	116	31,024	178	192	204
New England.....	+3	+19	-2	6	274	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+10	+11	+1	32	2,726	+3	-1	25	4,257	179	193	202
East North Central.....	+10	+10	+4	16	1,553	+1	-7	14	2,979	216	234	260
West North Central.....	+20	-6	+10	16	1,812	+1	-4	14	3,309	196	232	189
South Atlantic.....	+16	+10	-3	39	8,807	+5	-6	39	14,103	160	176	187
East South Central.....	+8	+13	-10	10	1,934	+5	-8	9	3,145	165	170	203
Pacific.....	+24	+26	+4	5	1,324	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Refrigeration equipment, parts (commercial)	+25	+13	+17	74	3,529	+10	+3	62	4,556	167	185	176
Middle Atlantic.....	+28	+10	+16	15	1,059	+15	+4	12	1,262	160	176	162
East North Central.....	+11	+48	+10	18	446	+9	+2	13	609	177	192	272
West North Central.....	+74	+46	+28	5	264	+34	+11	5	443	168	218	220
South Atlantic.....	+11	+4	+21	25	1,051	+6	+2	25	1,728	164	172	169
South Central.....	+47	+6	+17	4	493	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+39	+11	+7	4	122	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Surgical, medical, equipment, supplies....	+17	+11	+5	35	5,906	+9	-2	30	6,842	124	134	141
New England.....	+15	+6	-5	5	689	+3	-2	5	1,258	182	204	197
Middle Atlantic.....	+51	+33	+10	6	1,165	+15	-10	5	1,017	94	129	140
East North Central.....	+14	+8	+1	9	2,324	+11	0	6	2,256	110	114	120
South Atlantic.....	+14	+4	+16	6	890	+13	+3	6	1,243	140	141	142
Beer.....	-1	+12	+1	37	1,932	-14	-4	30	714	43	50	49
Middle Atlantic.....	-11	+6	-2	8	485	+25	-7	7	111	23	17	26
East North Central.....	-5	+8	0	10	454	-30	-6	9	157	37	50	42
West North Central.....	+5	+40	0	4	174	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	+8	+10	+6	5	476	-6	+17	4	256	61	72	56
Pacific.....	-4	+11	-5	7	261	-25	+7	6	138	61	81	66
Chemicals, industrial.....	+23	+6	+21	14	3,042	+2	+3	12	1,759	60	73	61
Clothing and furnishings (except shoes)...	+1	-7	+7	22	2,961	+10	+5	13	4,704	255	239	226
Coal.....	+2	+4	-4	20	3,323	+3	+11	17	4,907	156	153	149
Confectionery.....	+5	0	+1	37	1,270	+9	+2	21	699	103	98	100
Middle Atlantic.....	+5	+1	+2	6	353	+6	+8	4	216	101	100	93
East North Central.....	+15	+4	+4	4	121	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	+7	+2	+5	10	238	+20	-2	6	170	102	91	104
East South Central.....	+11	0	-2	9	214	-9	-5	4	21	48	55	52
Dairy and poultry products.....	+21	+7	+5	25	8,005	+14	+22	17	4,132	62	65	56
Drugs and sundries (liquor excluded).....	+8	+3	+6	202	61,890	(4)	(4)	(4)	(4)	(4)	(4)	(4)
New England.....	+12	+9	+4	13	2,969							
Middle Atlantic.....	+7	-1	+6	27	10,742							
East North Central.....	+13	+8	+7	28	11,066							
West North Central.....	+2	+5	+4	18	5,826							
South Atlantic.....	+9	+3	+6	30	6,915							
East South Central.....	+6	+3	+5	16	3,478							
West South Central.....	+8	+2	+5	30	7,700							
Mountain.....	+5	+4	+2	14	3,118							
Pacific.....	+7	+2	+7	26	10,076	(4)	(4)	(4)	(4)	(4)	(4)	(4)
Dry goods.....	+8	0	+9	168	36,613	+20	+7	138	80,687	262	237	248
New England.....	+2	-4	+1	7	674	+35	-1	7	1,201	178	136	174
Middle Atlantic.....	+8	-10	+12	51	6,729	+18	+1	39	10,983	230	210	228
East North Central.....	+18	+9	+18	15	4,398	+35	+8	15	8,343	190	165	191
West North Central.....	+6	0	+9	18	12,198	+18	+5	16	35,501	293	262	279
South Atlantic.....	+5	-5	+4	23	3,408	+15	+15	17	9,073	298	276	248
East South Central.....	+13	-2	+2	15	1,366	+11	+4	10	3,698	358	363	335
West South Central.....	+2	+3	+2	13	2,072	+20	+20	13	5,211	251	213	216
Mountain.....	+1	0	+2	6	464	+9	-2	6	1,535	331	304	340
Pacific.....	+10	+8	+12	20	5,304	+25	+9	15	5,142	233	212	220
Farm supplies.....	-14	-19	-11	19	2,620	-14	-6	10	892	66	64	72
Fresh fruits and vegetables.....	-3	+16	-4	59	7,895	+2	+1	37	1,193	25	23	28
New England.....	-8	+40	-14	4	294	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-8	+12	-8	16	1,746	+8	+21	8	222	30	26	26
East North Central.....	+3	+21	+4	14	3,040	+4	+7	8	364	26	23	31
West North Central.....	+5	+11	-8	7	723	+6	-6	7	189	26	23	31
South Atlantic.....	-3	-2	-5	5	307	-22	+6	4	35	13	16	12
East South Central.....	+3	+23	-9	5	360	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-2	+18	-5	5	1,175	-18	-23	4	111	10	12	16

See footnotes at end of table.

WHOLESALE¹ SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
JUNE 1953

[Data are shown by geographic division, where possible without disclosure of individual operations.]

[Data are shown by geographic division, where possible without disclosure of individual operations]												
Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change		June 1953 panel			Percent change		June 1953 panel		June 1953	June 1952	May 1953
	June 1953 from--		6 mos. 1953 from 6 mos. 1952 ²	Number of estab- lishments report- ing	Reported dollar values (add 000)	June 1953 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)			
	June 1952	May 1953				June 1952	May 1953					
Groceries, total.....	+2	+6	+3	851	\$140,770	+1	-3	634	\$134,546	123	125	135
Non-affiliated full-line wholesalers ⁵ ...	+1	+4	0	558	57,302	-4	-4	465	56,572	121	126	131
New England.....	+2	+5	+5	7	1,716	+9	+2	6	2,618	161	151	166
Middle Atlantic.....	+7	+4	+5	21	3,492	+9	+2	14	3,854	133	133	134
East North Central.....	-1	+3	-3	133	10,542	-7	-6	126	10,881	112	120	122
West North Central.....	-2	+7	+2	64	7,046	+1	-3	50	7,065	127	124	140
South Atlantic.....	+4	+5	0	65	7,831	+2	+1	37	6,354	123	123	129
East South Central.....	+2	+3	-3	36	4,217	0	+1	26	4,037	132	134	133
West South Central.....	+2	+4	+1	101	12,811	-6	-8	78	11,109	114	123	128
Mountain.....	+3	+12	+4	25	2,874	-3	-6	24	3,398	120	128	144
Pacific.....	-4	-1	-3	106	6,773	-14	-11	104	7,256	116	129	127
Voluntary-group wholesalers.....	+2	+6	+4	179	55,868	+5	-3	139	54,776	124	122	138
New England.....	+9	+8	+7	9	3,895	+8	-3	7	2,011	103	104	120
Middle Atlantic.....	-3	+2	0	30	10,920	+4	-2	22	7,630	112	114	124
East North Central.....	+2	+6	+5	41	9,614	-2	-5	29	8,043	100	104	112
West North Central.....	+2	+11	+6	61	19,342	+8	0	61	28,352	146	138	163
South Atlantic.....	+7	+10	+2	10	2,544	+1	-2	5	1,657	106	119	126
Pacific.....	-1	+2	+4	23	5,504	0	-2	10	2,690	113	107	122
Retailer-cooperative warehouses.....	+11	+13	+9	19	12,327	+1	-1	12	5,962	99	108	103
Specialty lines wholesalers.....	+6	+4	+6	95	15,273	+4	-3	68	17,236	143	146	152
New England.....	+1	+24	-4	5	206	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+12	+17	+7	20	3,780	+11	-7	13	3,638	114	117	148
East North Central.....	+7	+12	-3	10	857	+8	+4	6	198	70	61	64
South Atlantic.....	0	-7	+2	18	1,836	-6	0	13	1,851	112	119	102
East South Central.....	-3	-10	-4	4	456	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	+14	+6	+16	5	392	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-1	+4	+4	26	6,259	+3	-2	22	9,679	202	193	210
Leather and shoe findings.....	-5	-2	-1	25	412	-2	+1	12	875	521	434	457
Middle Atlantic.....	+15	+9	+5	6	47	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	+7	+6	-1	5	93	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central.....	-8	-10	-6	4	45	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-5	+2	-4	5	172	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products.....	0	+3	-6	38	21,641	-15	-12	34	7,696	40	49	48
Middle Atlantic.....	-1	+7	-5	9	3,912	+1	-14	9	1,865	48	47	59
East North Central.....	+10	+5	-6	13	9,961	-25	-18	12	3,585	38	56	48
South Central.....	-1	+3	+8	4	3,253	-7	-4	4	1,364	42	44	45
Pacific.....	-18	-4	-16	5	3,608	-9	+4	4	696	32	33	31
Paper and its products.....	+12	+2	+4	62	9,621	+3	+2	41	10,068	149	162	149
New England.....	+11	+1	+2	4	324	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+23	+2	+4	16	2,860	0	+3	10	2,013	109	138	108
East North Central.....	+11	-1	+6	18	3,744	-4	+2	14	3,376	107	123	104
South Atlantic.....	+8	+2	+3	8	871	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	+1	-1	0	6	534	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+5	+10	-1	7	956	+8	+2	6	2,613	384	358	422
Petroleum.....	+17	+4	+2	28	5,482	-27	-1	28	5,004	91	146	96
Shoes and other footwear.....	+10	+7	+6	33	25,754	+11	+6	30	81,517	319	316	321
Tobacco products.....	+4	+5	+2	282	45,294	-3	0	165	17,022	56	60	59
New England.....	+4	+5	+3	35	3,686	+7	+26	14	1,119	89	91	71
Middle Atlantic.....	+5	+3	+3	58	14,961	-10	-3	35	6,863	59	71	63
East North Central.....	+8	+7	+4	66	9,596	+2	-3	38	2,719	48	51	54
West North Central.....	-2	+6	-2	42	5,268	-3	+1	31	2,206	53	53	56
South Atlantic.....	+2	+4	+3	25	5,690	+5	-3	19	2,517	55	52	59
East South Central.....	-4	+4	-1	14	1,805	+5	+3	9	694	47	42	47
West South Central.....	+2	+5	-2	24	2,061	-9	+1	8	451	54	57	55
Mountain.....	+1	+2	0	8	485	+13	+3	7	320	69	61	67
Pacific.....	+3	+8	-2	10	1,742	+2	+6	4	133	54	57	54
Wines and spirits ⁶	+13	-2	+8	258	84,826	0	+6	220	111,061	153	172	143
New England.....	+19	+19	+6	16	3,734	+14	+9	12	2,728	113	110	128
Middle Atlantic.....	+25	+6	+16	44	29,294	+6	+10	43	35,971	130	154	127
East North Central.....	+26	-4	+12	38	11,407	+8	+7	32	13,894	140	159	129
West North Central.....	0	-10	+3	31	6,801	+2	+11	27	10,252	222	217	171
South Atlantic.....	+10	+3	+3	43	11,479	0	0	41	17,490	156	171	160
East South Central.....	+10	-1	+4	11	2,106	-1	+3	9	4,347	239	272	235
West South Central.....	-6	-29	-3	34	6,137	-2	+10	30	13,322	220	211	143
Mountain.....	+18	+7	+22	11	2,655	0	-8	10	2,460	110	128	127
Pacific.....	-3	-3	+5	30	11,213	-22	-6	16	10,597	158	192	165
Miscellaneous.....	+13	-8	+3	31	7,496	+8	-5	19	8,173	144	156	136

x Insufficient data to show separately.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the mark-up of sales, which varies from trade to trade.

² Includes reports received too late for inclusion in previous monthly trends.

³ The United States total and totals for some trades include a number of establishments not assigned to a geographic division.

⁴ Data withheld because of incomplete reporting of inventories at time of publication. This information will be available on request on or about August 15, 1953.

⁵ Not affiliated with voluntary or cooperative groups.

⁶ Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

Note: Percentage changes are computed on an unweighted basis by summarizing all reports received in time for tabulation. Since coverage varies by kind of business and geographic division depending upon participation of wholesalers in the reporting service, data shown may not necessarily represent trends of all wholesalers. They do reflect, however, the experience of those wholesalers submitting data in each of the periods for which comparisons are made.

States comprising geographic divisions

New England (Conn., Maine, Mass., N.H., R.I., Vt.)

Middle Atlantic (N.J., N.Y., Pa.)

East North Central (Ill., Ind., Mich., Ohio, Wis.)

West North Central (Iowa, Kans., Minn., Mo., Nebr., N.Dak., S.Dak.)

South Atlantic (Del., Fla., Ga., Md., N.C., S.C., Va., W.Va.)

East South Central (Ala., Ky., Miss., Tenn.)

West South Central (Ark., La., Okla., Texas)

South Central - East South Central and West South Central combined.

Mountain (Ariz., Colo., Idaho, Mont., Nev., N.Mex., Utah, Wyo.)

Pacific (Calif., Oreg., Wash.)

Inquiries concerning this report should be addressed to: Director, Bureau of the Census, Washington 25, D. C.

WHOLESALE TRADE
REPORTU. S. DEPARTMENT OF COMMERCE
Sinclair Weeks, Secretary
BUREAU OF THE CENSUS
Robert W. Burgess, Director

JULY 1953

UNIVERSITY OF ILLINOIS
FOR RELEASE
SEPTEMBER 4, 1953

SALES AND INVENTORIES

Sales and inventory trends presented in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 4,413 wholesale establishments in various lines of business.

SALES

July 1953 sales of merchant wholesalers increased 2 percent over the previous month and were 7 percent above a year ago. Cumulative sales for the first 7 months of 1953 were 6 percent higher than for the corresponding period in 1952.

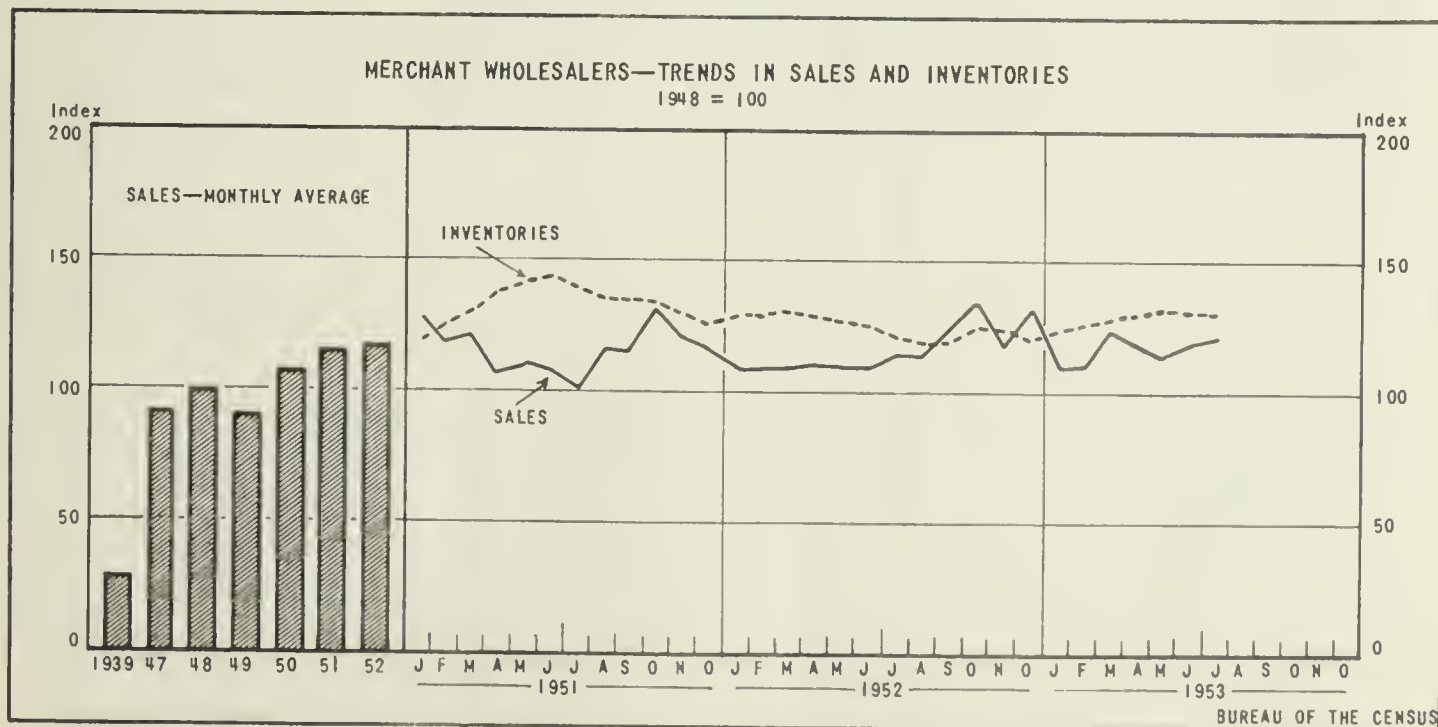
Six of the nine geographic divisions experienced sales gains over June 1953 and seven of the nine reflected gains over July a year ago. The West North Central Division and the Pacific Division--up 5 percent over last month--shared the largest gains over June 1953. The East North Central Division registered the largest increase over July 1952 with an increase of 10 percent. The East South Central and West South Central Divisions reported decreases of 2 percent and 1 percent, respectively, over July a year ago. In all divisions, cumulative sales for the first 7 months of 1953 were above sales in the corresponding period of last year, the principal increase (9%) being shown in the Mountain Division.

Of the 37 kinds of business covered in this report, 19 trades experienced sales gains of 1 to 42 percent over the previous month. Jewelry wholesalers reported sales at the same level as a month earlier, while 17 trades indicated declines--the sharpest drop (23%) being shown by farm supplies wholesalers. Thirteen of the seventeen durable goods trades reflected increased sales over a year ago. Three trades--appliance wholesalers, furniture and house furnishings wholesalers, and machinery, equipment, and supplies distributors--reported decreases ranging from 4 percent to 14 percent, and one trade, jewelry wholesalers, remained at the same sales level as a year ago. Sales for the first 7 months of 1953 were ahead of a year ago in 31 of the 37 trades, with coal wholesalers reflecting the principal increase, 24 percent.

INVENTORIES

Inventories (valued at cost) of wholesalers at the end of July were slightly down (1%) as compared with stocks on hand June 30, but were 9 percent above inventories of July 31, 1952. Based on the reports of 3,441 establishments submitting inventory figures in conjunction with sales data, the July stock-sales ratio of 161 percent was 6 points below that reported for the previous month.

The largest inventory decrease from the previous month was 3 percent, which was shared by the New England and Pacific Divisions. Inventory decreases were also shown by four other divisions. An opposite trend was reflected by the Mountain Division (+1%), while inventory levels for the East South Central and West South Central Divisions remained virtually unchanged. All geographic divisions reported larger inventories than on hand a year ago, with increases ranging from 7 percent in the New England and West North Central Divisions to 13 percent in the South Atlantic and Mountain Divisions.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

For sale by the Bureau of the Census single copy—10¢ annual subscription—\$1.00

WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

JULY 1953

[Data are shown by geographic division, where possible without disclosure of individual operations]

[Data are shown by geographic division, where possible without disclosure of individual operations]												
Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change		July 1953 panel			Percent change		July 1953 panel		July 1953	July 1952	June 1953
	July 1953 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)	July 1953 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)				
	July 1952	June 1953			7 mos. 1952 ²	July 1952			June 1953			
United States, total.....	+7	+2	+6	4,413	\$882,849	+9	-1	3,441	\$1,183,381	161	158	167
New England.....	+8	0	+7	263	38,320	+7	-3	193	42,954	149	152	154
Middle Atlantic.....	+8	-1	+7	782	167,507	+11	-2	597	182,933	137	136	136
East North Central.....	+10	+1	+7	839	163,018	+9	-1	678	195,051	139	139	140
West North Central.....	+8	+5	+6	550	114,790	+7	-1	414	179,581	179	181	192
South Atlantic.....	+2	+4	+4	558	98,712	+13	-1	444	133,941	162	146	172
East South Central.....	-2	-4	+4	219	38,360	+11	0	169	53,707	166	146	157
West South Central.....	-1	0	+3	407	75,101	+8	0	321	114,999	186	167	187
Mountain.....	+4	-3	+9	183	28,655	+13	+1	150	39,594	163	152	156
Pacific.....	+7	+5	+6	562	117,851	+10	-3	425	151,198	168	165	185
Automotive supplies.....	+8	+4	+8	381	22,986	+3	+1	222	18,837	243	256	254
New England.....	+7	+8	+13	20	803	+3	+1	16	827	242	213	256
Middle Atlantic.....	+11	+10	+7	51	1,322	-1	-1	49	2,852	225	252	249
East North Central.....	+17	+11	+8	66	4,516	+1	+2	51	5,163	207	239	209
West North Central.....	+9	+2	+8	90	5,297	+4	+2	19	1,518	292	276	268
South Atlantic.....	+7	+3	+10	21	3,950	+7	0	14	1,661	302	308	296
West South Central.....	+4	+4	+6	14	2,436	+5	+1	9	1,825	281	238	308
Mountain.....	+22	+5	+18	27	1,100	+12	-3	17	1,252	267	267	327
Pacific.....	-3	-4	+6	89	2,845	+1	+3	44	3,685	260	279	273
Electrical group, total.....	+6	+4	+10	712	173,535	+21	-5	648	238,244	145	128	157
Full-line wholesalers.....	+8	+5	+10	455	136,975	+18	-6	448	192,977	142	130	159
New England.....	+7	0	+8	34	7,417	+6	-4	34	12,042	162	163	168
Middle Atlantic.....	+13	+11	+8	64	21,592	+14	-6	62	27,710	130	129	153
East North Central.....	+13	+8	+10	89	30,998	+13	-6	88	39,545	128	128	147
West North Central.....	+14	+4	+11	45	11,453	+12	-8	45	16,398	143	146	163
South Atlantic.....	-3	+6	+6	68	19,799	+25	-5	66	29,662	154	119	172
East South Central.....	-7	-8	+15	29	7,224	+36	-4	28	10,418	148	100	142
West South Central.....	-5	-10	+9	48	13,319	+26	-5	48	22,345	168	127	158
Mountain.....	+15	+6	+20	21	4,644	+32	-7	21	7,064	152	133	174
Pacific.....	+19	+11	+15	57	20,529	+18	-9	56	27,793	136	137	167
Wiring supplies, construction materials distributors.....	+15	-3	+7	130	12,389	+14	0	96	13,566	143	146	140
New England.....	+32	-1	0	13	828	+6	+9	4	258	147	153	131
Middle Atlantic.....	+1	-6	+1	27	1,301	+8	+2	21	2,108	183	168	171
East North Central.....	+22	-1	+6	31	4,030	+11	-1	25	4,598	142	157	140
West North Central.....	+8	-9	+10	9	1,229	+17	-2	7	1,284	182	168	163
South Atlantic.....	+21	+8	+19	19	2,268	+8	-1	16	1,945	94	107	105
South Central.....	0	-16	-2	10	1,371	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	-3	-3	+7	6	397	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+29	+1	+17	15	965	+24	-1	14	1,640	171	178	174
Appliances and specialties wholesalers.....	-8	+1	+13	127	24,171	+44	+4	104	31,701	167	110	157
New England.....	+18	+16	+25	14	2,199	+33	-3	11	2,075	110	101	137
Middle Atlantic.....	-9	+10	+13	23	9,047	+50	+10	16	8,458	155	100	141
East North Central.....	+4	-5	+18	18	2,614	+36	+6	13	4,187	205	150	174
West North Central.....	-1	-6	+20	14	1,309	+28	-1	12	2,860	226	175	213
South Atlantic.....	-10	+3	+10	25	3,779	+70	-3	24	5,726	170	97	189
South Central.....	-22	-17	+4	14	2,126	+14	+4	12	2,864	138	94	110
Mountain.....	-6	-19	+9	7	1,197	+37	-3	7	2,277	190	130	159
Pacific.....	-17	+1	+6	12	1,900	+64	+11	9	3,254	186	91	167
Furniture and house furnishings.....	-4	-11	+7	87	13,310	+27	0	68	27,153	236	176	210
New England.....	0	-18	+12	4	675	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+5	-10	+2	16	2,100	+15	+3	12	4,582	290	258	251
East North Central.....	-2	-29	+8	9	1,634	+17	-2	8	3,989	276	225	194
West North Central.....	-2	-15	+1	13	1,625	+23	-6	13	4,578	282	224	255
South Atlantic.....	+8	-25	+6	12	824	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	-24	-6	+11	11	1,558	+71	+14	11	3,989	256	113	210
Mountain.....	-14	-11	+4	7	1,041	+18	+3	5	1,809	247	191	201
Pacific.....	-1	+6	+11	12	3,639	+37	-5	10	5,672	166	118	184
Hardware.....	+7	-6	+5	175	65,528	+13	-1	148	151,701	264	252	252
Middle Atlantic.....	+13	-11	+6	37	9,324	+18	0	31	18,934	227	220	203
East North Central.....	+12	-2	+12	33	13,636	+14	-1	30	29,385	240	235	236
West North Central.....	+15	-7	+4	19	11,155	-1	-4	19	31,885	286	330	276
South Atlantic.....	0	+2	0	25	4,943	+10	+3	21	11,671	272	246	272
East South Central.....	-4	-20	+3	14	4,628	+23	+3	13	10,424	245	192	187
West South Central.....	+1	-8	0	15	5,169	+15	0	9	8,940	284	244	272
Mountain.....	+2	0	0	8	2,358	+16	-3	5	3,567	326	281	334
Pacific.....	+5	-2	+6	21	13,909	+21	-3	17	35,821	285	249	291
Industrial supplies.....	+13	-5	+3	152	22,635	+4	-5	125	37,969	192	207	194
New England.....	+4	-5	+1	15	1,242	-2	-25	14	2,688	230	246	300
Middle Atlantic.....	+8	-6	-4	31	3,962	-6	-7	24	6,590	193	222	196
East North Central.....	+23	-1	+8	26	5,450	+11	-2	24	9,049	170	188	172
West North Central.....	-3	-13	+6	11	1,670	+7	0	9	2,889	198	195	176
South Atlantic.....	+10	-13	+1	21	1,996	+11	-2	17	4,169	236	231	203
East South Central.....	+12	0	0	10	2,269	+3	-3	9	3,613	163	177	168
West South Central.....	+21	-5	+4	29	4,855	+1	-5	19	6,098	186	201	196
Mountain.....	+5	-1	+1	9	1,191	+3	-1	9	2,873	241	245	241
Pacific.....												
Jewelry.....	0	-19	-1	132	4,297	+9	+7	79	14,113	450	405	361
New England.....	+5	-29	+4	8	268	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-5	-24	-8	41	1,367	+9	+2	21	3,598	446	353	339
East North Central.....	-1	-29	+9	39	1,023	+16	+11	26	4,598	508	434	320
West North Central.....	+18	+33	+2	12	586	+5	+8	11	2,225	380	427	467
South Atlantic.....	+8	-10	-4	5	164	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	+16	-1	+9	6	171	+25	+14	4	325	353	350	345
Mountain.....	-8	-18	-2	18	710	+2	+5	11	2,725	455	414	421
Pacific.....												

See footnotes at end of table.

ADDENDUM TO THE MONTHLY WHOLESALE TRADE REPORT: JUNE 1953

Sales and Inventories of Drug Wholesalers

(Data on inventories of drug wholesalers presented here were withheld from the June 1953 report because of incomplete reporting of inventories at time of publication.)

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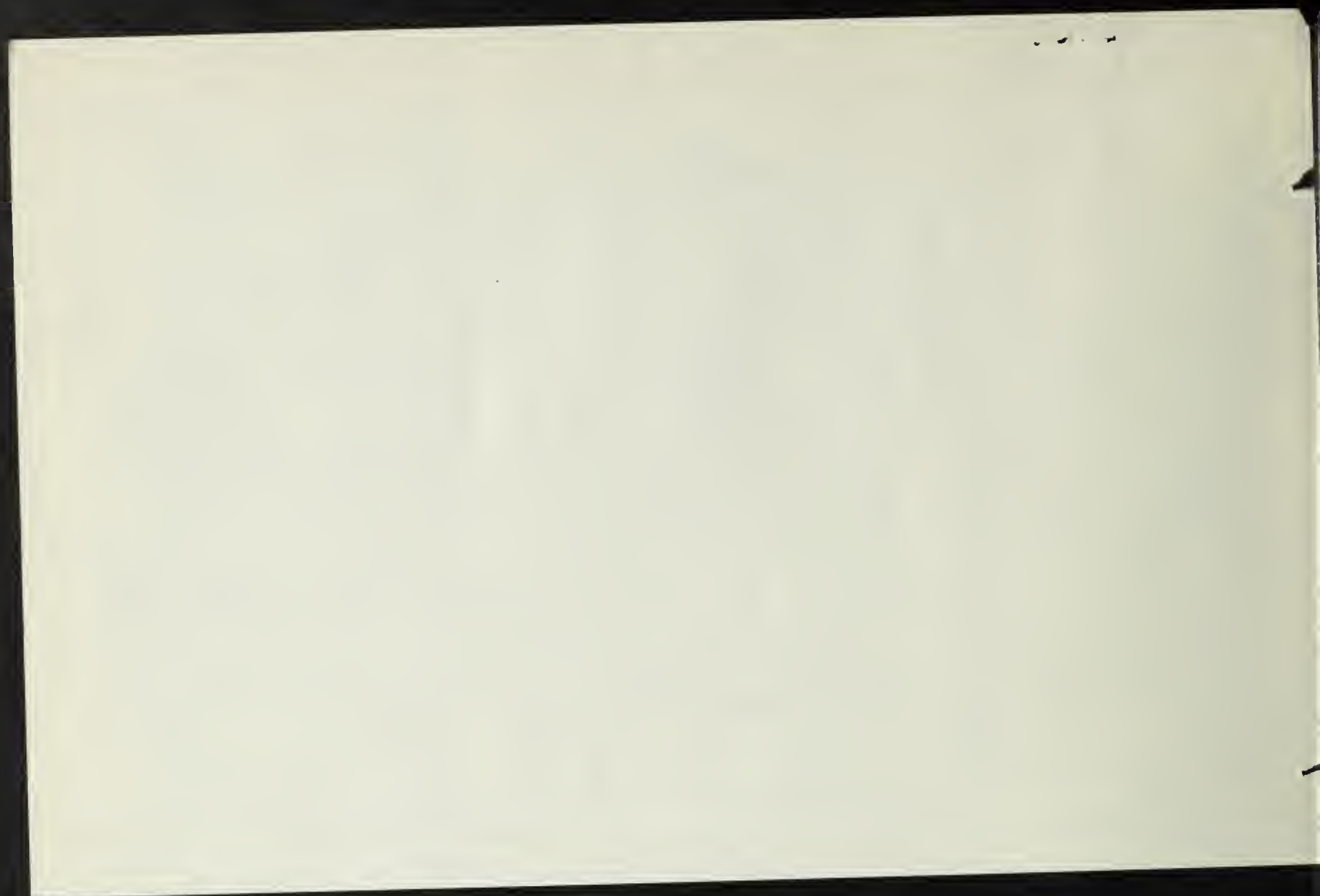
DRUG WHOLESALERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION, JUNE 1953

Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-aslea ratios ¹ (percent)		
	Percent change			June 1953 panel		Percent change, June 1953 from--		June 1953 panel				
	June 1953 from--		6 mo. 1953 from 6 mo. 1952 ²	Number of estab-lishments report-ing	Reported dollar values (add 000)	June 1953 from--		Number of estab-lishments report-ing	Reported dollar values (add 000)			
	June 1952	May 1953				June 1952	May 1953					
Drugs and sundries (liquor excluded).....	+8	+3	+6	202	\$61,890	+4	-1	162	\$92,229	185	192	192
New England.....	+12	+9	+4	13	2,969	0	-1	10	3,878	175	192	192
Middle Atlantic.....	+7	-1	+6	27	10,742	+5	0	20	11,531	168	174	164
East North Central.....	+13	+8	+7	28	11,066	+5	-4	20	12,513	154	165	175
West North Central.....	+2	+5	+4	18	5,826	+4	0	15	8,687	176	174	185
South Atlantic.....	+9	+3	+6	30	6,915	+8	-2	24	11,275	202	201	211
East South Central.....	+6	+3	+5	16	3,478	-3	+2	12	5,436	192	210	196
West South Central.....	+8	+2	+5	30	7,700	+4	+3	25	13,998	221	227	218
Mountain.....	+5	+4	+2	14	3,118	+2	-3	12	6,346	211	216	225
Pacific.....	+7	+2	+7	26	10,076	+3	0	24	18,565	185	191	189

¹ Stock sales ratios

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the mark-up of sales, which varies from trade to trade.

² Includes reports received too late for inclusion in previous monthly trends.



JULY 1953

[Data are shown by geographic division, where possible without disclosure of individual operations]

Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios		
	Percent change		July 1953 panel			Percent change		July 1953 panel		July 1953	July 1952	June 1953
	July 1953 from--		7 mos. 1953 from 7 mos. 1952 ²	Number of estab- lishments report- ing	Reported dollar values (add 000)	July 1953 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)			
	July 1952	June 1953				July 1952	June 1953					
Lumber and building materials.....	+6	-3	+5	81	\$15,211	+11	+7	59	\$13,371	125	123	112
Middle Atlantic.....	+29	+11	+9	18	4,060	0	-2	11	1,374	44	63	54
East North Central.....	+14	+5	+9	12	1,924	+30	0	9	1,440	104	86	105
West North Central.....	+5	+2	0	7	645	+9	-2	4	389	105	116	126
South Atlantic.....	+1	+12	0	12	1,988	+3	+2	10	1,726	181	177	172
South Central.....	-11	-13	+6	5	833	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	-5	-27	+4	7	2,319	+15	+39	5	2,823	200	177	8
Pacific.....	-5	-3	+4	7	1,441	-4	-1	6	2,066	144	144	14
Machinery equipment, supplies (except electrical).....	-14	-13	-4	57	7,512	+5	-1	45	17,731	273	223	240
New England.....	+14	-12	+7	5	402	-14	0	4	974	329	471	294
Middle Atlantic.....	+26	-11	-2	8	1,398	+11	0	5	1,998	154	177	135
East North Central.....	-8	-20	-4	11	1,291	+8	-1	8	1,971	211	196	168
South Atlantic.....	-2	-14	+2	8	704	-3	-3	6	2,088	323	332	295
South Central.....	-46	+10	-1	14	1,303	+9	-1	13	7,078	559	273	611
Pacific.....	-20	-3	-12	8	1,117	+5	+2	6	2,161	283	203	293
Metals.....	+19	-2	+21	45	16,494	+29	-2	41	27,109	168	154	168
Paints and varnishes.....	+15	+3	+12	49	6,817	+4	+4	45	18,400	275	306	272
Plumbing and heating supplies.....	+2	-5	-1	138	18,511	0	-3	116	29,869	180	183	178
New England.....	+7	+15	0	7	373	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+8	-5	+2	31	2,499	+3	-3	24	3,847	178	186	175
East North Central.....	+13	+3	+6	17	1,663	+4	0	14	2,977	213	228	216
West North Central.....	+6	-5	+9	16	1,718	+7	0	14	3,297	206	204	196
South Atlantic.....	0	-4	-3	39	8,468	+4	-4	39	13,487	159	152	160
East South Central.....	-2	-9	-9	10	1,761	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+2	-18	+3	5	1,086	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Refrigeration equipment, parts (commercial)	+16	-4	+17	69	3,054	+11	+1	60	4,143	172	177	165
Middle Atlantic.....	+23	+1	+17	14	993	+13	+1	12	1,145	146	156	143
East North Central.....	+1	-6	+8	18	420	+17	+4	13	634	201	192	177
West North Central.....	+23	-16	+27	5	223	-2	-5	5	421	189	236	168
South Atlantic.....	+9	+2	+18	24	841	+18	+3	24	1,491	177	164	176
South Central.....	+29	-23	+20	4	378	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Surgical, medical, equipment, supplies.....	+3	-4	+5	34	5,517	+13	-1	29	6,551	128	120	123
Middle Atlantic.....	+16	-17	+11	6	965	+21	0	5	1,019	115	112	94
East North Central.....	-6	-7	0	9	2,171	+20	-3	6	2,188	115	95	110
South Atlantic.....	+17	+10	+16	6	976	+12	-3	6	1,207	124	129	140
South Central.....	-12	+1	+2	4	556	+5	+2	4	755	136	114	134
Pacific.....	+8	+15	+1	4	370	-1	+10	4	553	149	162	155
Beer.....	-3	+16	0	34	2,331	-2	+10	28	791	37	38	41
Middle Atlantic.....	0	+49	-1	8	713	+34	+52	7	169	24	18	23
East North Central.....	+7	+23	+1	9	681	-24	+1	9	181	27	37	32
West North Central.....	-24	-20	-5	5	139	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	-7	+2	+3	4	478	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-10	+9	-6	6	263	-21	0	5	126	51	66	61
Chemicals, industrial.....	+14	-8	+20	17	3,081	+9	+4	14	1,955	69	72	61
Clothing and furnishings (except shoes)....	+7	+24	+7	18	3,554	+19	+6	11	4,879	195	193	255
Coal.....	+24	-14	-1	20	2,857	-9	+2	18	5,000	181	249	153
Confectionery.....	+4	+2	+1	40	1,314	+8	-1	22	744	113	112	121
Middle Atlantic.....	-2	-4	+2	6	321	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	+24	+20	+7	4	145	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	+7	+3	+5	10	245	+24	+2	6	174	99	87	102
East South Central.....	-5	-2	-2	10	212	-7	+13	5	27	57	59	51
West South Central.....	+16	+15	-3	4	170	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Dairy and poultry products.....	+21	+8	+7	25	8,752	-29	-24	18	3,190	42	74	63
Drugs and sundries (liquor excluded).....	+6	+2	+6	208	64,930	+6	+2	167	98,565	186	187	188
New England.....	+7	+1	+4	12	3,151	+3	+2	10	4,072	169	174	168
Middle Atlantic.....	+6	+1	+6	28	10,759	+11	+5	20	11,422	167	164	166
East North Central.....	+8	-1	+7	28	11,266	+9	+2	21	14,250	162	161	157
West North Central.....	+4	+4	+4	20	6,374	+8	+2	17	10,272	188	175	192
South Atlantic.....	+7	+6	+6	31	7,620	+6	0	23	11,265	188	188	202
East South Central.....	+3	+5	+5	16	3,637	-2	+3	12	5,593	187	197	192
West South Central.....	+3	+2	+5	34	8,386	+1	+3	29	16,787	240	242	237
Mountain.....	+1	+3	+2	13	2,243	+3	+2	11	4,892	229	225	230
Pacific.....	+11	+4	+8	26	11,494	+7	0	24	20,012	175	181	181
Dry goods.....	+10	+12	+9	169	41,226	+21	+5	138	86,310	247	227	264
New England.....	-2	-2	0	6	575	+14	+10	6	1,036	180	155	161
Middle Atlantic.....	-1	-14	+10	48	5,595	+21	+3	35	10,725	288	229	229
East North Central.....	+14	+13	+17	15	4,958	+33	+2	15	8,509	172	148	190
West North Central.....	+24	+19	+11	17	14,405	+19	+8	15	37,966	265	277	294
South Atlantic.....	+2	+28	+4	25	4,562	+16	+2	19	9,802	235	206	299
East South Central.....	+12	+25	+3	15	1,714	+19	+15	10	4,245	319	302	358
West South Central.....	-4	+25	+1	16	2,997	+27	+8	15	6,745	229	176	262
Mountain.....	+1	+3	+2	6	480	+13	+4	6	1,599	333	297	331
Pacific.....	+5	+8	+11	21	5,940	+20	-4	17	5,683	238	197	246
Farm supplies.....	-23	-22	-13	20	2,075	-23	-	10	748	70	65	58
Fresh fruits and vegetables.....	-5	0	-4	62	7,901	-2	-5	38	761	16	15	16
New England.....	-13	+14	-14	6	513	-4	+6	4	51	24	21	29
Middle Atlantic.....	-15	+15	-9	17	1,692	-12	-12	8	21	5	5	5
East North Central.....	+8	-9	+5	15	2,373	-22	-6	9	137	10	12	8
West North Central.....	-17	+30	-10	7	939	+9	+4	7	197	21	16	26
South Atlantic.....	-35	-31	-9	4	186	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East South Central.....	-9	-16	-9	5	301	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+5	-2	-3	5	1,151	-23	-	4	86	8	11	10

See footnotes at end of table.

WHOLESALER' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION
 JULY 1953

[Data are shown by geographic division, where possible without disclosure of individual operations]

[Data are shown by geographic division, where possible without disclosure of individual operations.]												
Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change		July 1953 panel			Percent change, July 1953 from--		July 1953 panel		July 1953	July 1952	June 1953
			July 1953 from--	7 mos. 1953 from 7 mos. 1952 ²	Number of estab- lishments report- ing							
	July 1952	June 1953	July 1952	June 1953	July 1952	June 1953	July 1952	June 1953				
Groceries, total.....	+6	+8	+3	878	\$156,665	-1	-1	706	\$135,370	113	120	124
Non-affiliated full-line wholesalers ⁴ ...	+3	+8	0	575	63,935	-6	0	481	59,100	113	123	122
New England.....	+7	+4	+5	7	1,791	+12	-4	6	2,513	148	143	161
Middle Atlantic.....	+10	+6	+6	21	3,748	+14	+10	14	4,143	135	130	129
East North Central.....	+4	+5	-2	136	11,380	-6	+4	129	12,043	116	128	117
West North Central.....	+3	+14	+2	65	8,310	-1	-1	51	7,316	111	115	127
South Atlantic.....	+6	+7	+1	67	8,722	-3	-5	39	6,597	112	123	126
East South Central.....	-1	+8	-3	43	5,014	-2	-4	33	4,367	117	117	131
West South Central.....	+5	+9	+2	104	14,389	-7	+5	81	12,138	111	126	114
Mountain.....	0	+12	+3	25	3,220	-6	-4	24	3,251	103	110	121
Pacific.....	-8	+6	-4	107	7,361	-24	-9	104	6,732	100	120	116
Voluntary-group wholesalers.....	+6	+11	+5	188	64,389	+3	-2	144	53,493	111	113	125
New England.....	+13	+5	+8	10	4,187	+1	-6	8	2,055	92	100	106
Middle Atlantic.....	+8	+8	+1	33	12,350	+6	-2	23	7,288	112	113	118
East North Central.....	+11	+12	+6	42	10,792	+3	+2	30	8,081	91	99	101
West North Central.....	+3	+14	+6	61	22,142	+3	-6	61	26,747	121	120	147
South Atlantic.....	+5	+5	+3	12	3,084	+8	0	6	1,753	106	104	106
Pacific.....	+3	+19	+4	24	7,397	+1	+2	10	2,731	106	102	113
Retailer-cooperative warehouses.....	+16	-1	+10	19	12,210	+8	+2	12	6,092	94	100	99
Specialty lines wholesalers.....	+19	+6	+8	96	16,131	+4	-2	69	16,685	129	152	139
New England.....	-1	-11	-3	4	98	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+25	+6	+10	25	4,731	+11	+3	17	4,163	101	116	105
East North Central.....	+14	+1	-1	10	645	+4	-2	6	195	75	69	70
South Atlantic.....	+10	+3	+3	15	1,584	-12	+3	10	1,371	98	122	98
East South Central.....	+12	+20	-2	4	494	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	-1	-5	+13	5	371	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+14	+6	+5	26	6,604	+1	-5	22	9,173	185	218	204
Leather and shoe findings.....	+6	-2	0	26	515	+1	-1	13	1,199	421	448	432
Middle Atlantic.....	-18	-26	+2	5	31	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	+8	-13	+1	5	81	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central.....	-20	-11	-9	4	40	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+16	+4	-1	7	300	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products.....	-9	-2	-6	38	21,227	-21	-9	34	6,975	37	43	40
Middle Atlantic.....	-7	-3	-5	9	3,693	-19	-8	9	1,565	42	48	45
East North Central.....	-13	-7	-7	13	9,224	-25	-10	12	3,211	37	43	38
Pacific.....	-10	+17	-15	5	4,226	-13	-1	4	686	26	29	32
Paper and its products.....	+16	+4	+6	61	9,848	0	-2	40	9,771	136	159	149
New England.....	+7	-2	+3	4	316	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+16	-11	+5	15	2,505	+2	-2	9	1,846	116	131	107
East North Central.....	+14	-4	+8	20	3,651	-5	-1	14	3,345	108	133	107
South Atlantic.....	+18	0	+5	7	820	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	+13	+11	+2	5	491	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+28	+81	+4	7	1,727	+5	-1	6	2,583	181	218	384
Petroleum.....	+11	-15	+3	28	4,649	-26	-4	28	4,793	103	155	91
Shoes and other footwear.....	+22	+42	+9	34	36,744	+10	-4	31	78,572	216	241	320
Tobacco products.....	+2	+4	+2	288	48,038	+2	0	164	16,764	54	54	56
New England.....	0	+2	+2	36	3,572	+9	+4	13	480	48	47	48
Middle Atlantic.....	+3	+8	+3	60	16,614	0	-3	36	7,159	56	58	62
East North Central.....	+3	+1	+4	65	9,571	+2	+1	37	2,682	50	50	49
West North Central.....	-4	0	-3	43	5,703	-7	+1	30	2,175	52	54	52
South Atlantic.....	+7	+4	+3	25	5,876	+11	+6	20	2,714	56	54	55
East South Central.....	+5	+8	0	14	1,941	+11	-7	8	516	42	43	51
West South Central.....	-5	0	-2	26	2,126	-3	-1	9	448	48	47	55
Mountain.....	-7	+3	-1	8	498	+21	+5	7	337	70	54	69
Pacific.....	+7	+11	0	11	2,137	+11	+13	4	253	55	50	52
Wines and spirits ⁵	+9	-5	+8	277	83,545	+1	-1	233	110,952	157	167	150
New England.....	+13	-2	+7	19	4,251	0	+1	14	2,822	105	119	95
Middle Atlantic.....	+12	-16	+15	49	24,665	+3	-4	48	34,529	152	163	129
East North Central.....	+23	+1	+13	44	13,101	+5	-1	34	16,005	144	164	145
West North Central.....	0	-3	+3	36	7,559	+5	-4	31	10,766	188	174	205
South Atlantic.....	+2	-1	+3	39	10,527	+1	+1	37	15,754	154	156	150
East South Central.....	-4	+1	+3	14	2,581	+4	-2	12	5,177	230	213	232
West South Central.....	-2	+7	-3	32	7,187	-5	-2	30	13,829	195	203	212
Mountain.....	-4	-11	+18	13	2,204	+4	+4	11	2,318	132	119	109
Pacific.....	+15	+9	+6	31	11,470	-5	+10	16	9,752	142	175	148
Miscellaneous.....	+1	-9	+3	34	6,861	+3	-1	22	8,392	183	180	148

x Insufficient data to show separately.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the mark-up of sales, which varies from trade to trade.

² Includes reports received too late for inclusion in previous monthly trends.

³ The United States total and totals for some trades include a number of establishments not assigned to a geographic division.

⁴ Not affiliated with voluntary or cooperative groups.

⁵ Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the Wholesale level.

Note: Percentage changes are computed on an unweighted basis by summarizing all reports received in time for tabulation. Since coverage varies by kind of business and geographic division depending upon participation of wholesalers in the reporting service, data shown may not necessarily represent trends of all wholesalers. They do reflect, however, the experience of those wholesalers submitting data in each of the periods for which comparisons are made.

States comprising geographic divisions

New England (Conn., Maine, Mass., N.H., R.I., Vt.)

Middle Atlantic (N.J., N.Y., Pa.)

East North Central (Ill., Ind., Mich., Ohio, Wis.)

West North Central (Iowa, Kans., Minn., Mo., Nebr., N.Dak., S.Dak.)

South Atlantic (Del., Fla., Ga., Md., N.C., S.C., Va., W.Va.)

East South Central (Ala., Ky., Miss., Tenn.)

West South Central (Ark., La., Okla., Tex.)

South Central - East South Central and West South Central combined.

Mountain (Ariz., Colo., Idaho, Mont., Nev., N.Mex., Utah, Wyo.)

Pacific (Calif., Oreg., Wash.)

Inquiries concerning this report should be addressed to: Director, Bureau of the Census, Washington 25, D. C.

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MONTHLY

WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE

Sinclair Weeks, Secretary

BUREAU OF THE CENSUS

Robert W. Burgess, Director

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AUGUST 1953

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FOR RELEASE

OCTOBER 5, 1953

SALES AND INVENTORIES

Sales and inventory trends presented in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 4,368 wholesale establishments in various kinds of business.

SALES

August 1953 sales of merchant wholesalers decreased 6 percent from the previous month but were slightly (1%) above a year ago. Cumulative sales for the first eight months of 1953 were 5 percent higher than for the same period in 1952.

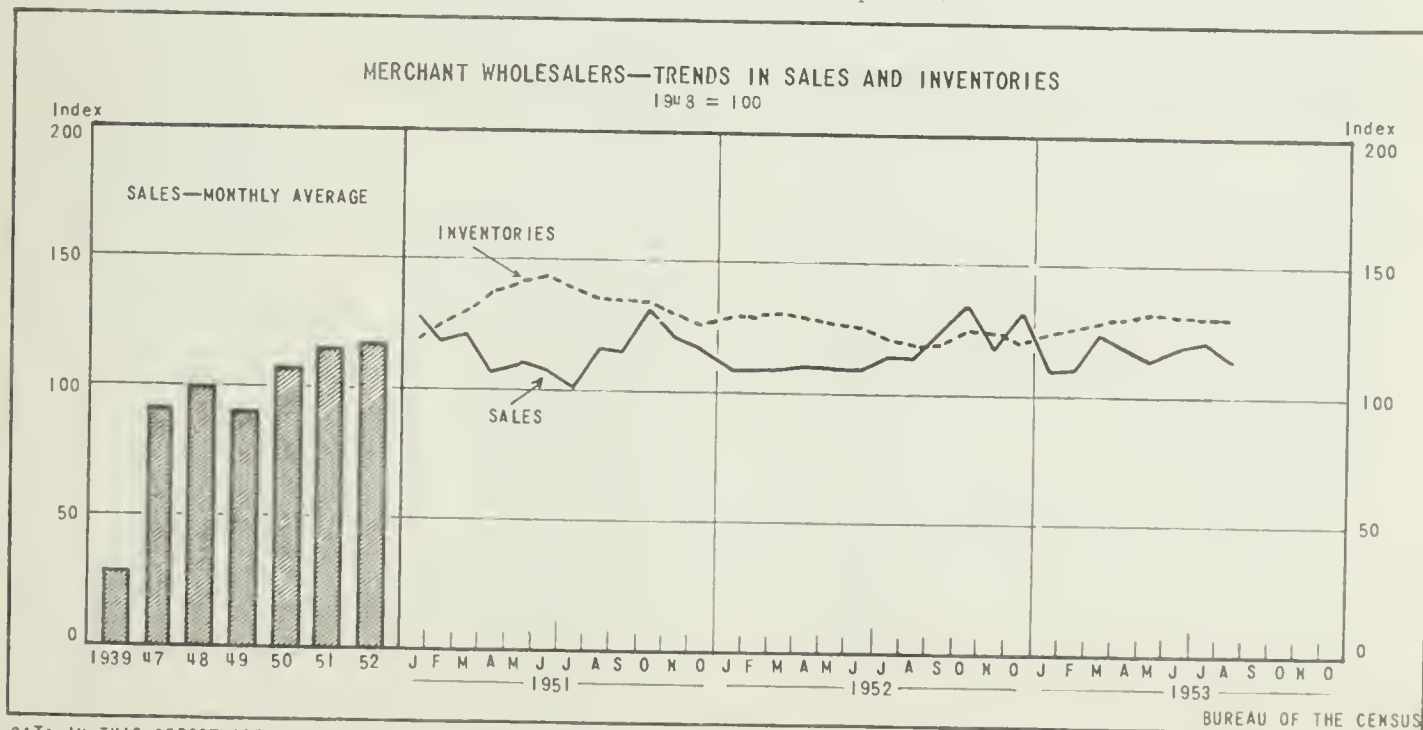
All geographic divisions experienced decreases in sales from July 1953, with the New England, Middle Atlantic, and Pacific Divisions sharing the principal decline (8%). Compared with August sales a year ago, four divisions reported gains of 3 to 4 percent, four divisions reflected declines of 1 to 2 percent, while one division--the East South Central--indicated no change. All divisions, however, noted cumulative eight month sales in 1953 above those in the corresponding period of 1952.

Of the 37 kinds of business covered in this report, 24 trades experienced sales declines from the previous month--the sharpest drop (31%) being reported by wholesalers of fruits and vegetables. Twelve other trades, led by jewelry (up 45%), indicated sales gains, while one trade--plumbing and heating supplies--remained at about the same level as a month earlier. About the same number of trades noted sales gains over a year ago as reported declines. The metals trade, up 26 percent, reflected the principal gain over a year ago, while farm supplies, down 23 percent, indicated the sharpest decrease. Cumulative eight month 1953 sales were higher than for the same period in 1952 in 27 trades--the metals trade noting the largest increase (21%).

INVENTORIES

Inventories (valued at cost) of wholesalers at the end of August showed virtually no change from stocks on hand July 31, but were 10 percent above inventories of August 31, 1952. Based on the reports of 3,408 establishments submitting inventory figures in conjunction with sales data, the August stock-sales ratio of 170 percent was 10 points above that reported for the previous month and 15 points above that reported for August 1952.

While the East South Central Division noted a decrease of 4 percent below July 31 inventories, all other divisions indicated only slight changes in inventories. However, all geographic divisions reported inventories from 8 to 14 percent higher than on hand a year ago. By trades there were no large changes in inventories from the previous month. Inventories of appliances and specialties wholesalers, however, were 46 percent higher than a year ago--the most substantial increase reported.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

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WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

AUGUST 1953

[Data are shown by geographic division, where possible without disclosure of individual operations]

Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change		8 mo. 1953 from 8 mo. 1952 ²	August 1953 panel		Percent change August 1953 from--	August 1953 panel		August 1953	August 1952	July 1953	
	August 1952	July 1953		Number of estab- lishments reporting	Reported dollar values (add 000)		Number of estab- lishments reporting	Reported dollar values (add 000)				
United States, total ³	+1	-6	+5	4,368	\$828,570	+10	0	3,408	\$1,179,566	170	155	160
New England.....	+3	-8	+6	260	35,001	+8	+1	181	42,678	160	152	145
Middle Atlantic.....	+4	-8	+7	751	155,649	+10	+1	574	184,608	148	141	135
East North Central.....	+4	-5	+6	849	154,258	+12	+2	697	200,526	150	139	140
West North Central.....	-1	-3	+5	550	110,366	+9	-1	415	174,907	180	165	177
South Atlantic.....	-1	-7	+3	548	92,168	+11	-1	437	133,122	171	152	161
East South Central.....	0	-4	+3	213	36,085	+9	-4	164	51,219	171	157	161
West South Central.....	-2	-5	+2	403	69,643	+10	+1	318	114,268	197	175	185
Mountain.....	+3	-3	+8	182	28,726	+14	0	148	41,340	168	155	163
Pacific.....	-2	-8	+5	562	108,221	+12	0	424	150,823	183	160	168
Automotive supplies.....	-2	-7	+7	391	21,572	+1	0	222	18,698	258	257	239
New England.....	-8	-7	+10	20	747	-12	-1	8	411	239	220	202
Middle Atlantic.....	+2	-13	+6	51	1,201	+2	+1	47	2,719	258	261	224
East North Central.....	+5	-9	+8	74	4,085	-3	+1	62	5,696	234	251	215
West North Central.....	-6	-6	+6	86	5,004	+9	+1	14	1,363	272	225	236
South Atlantic.....	-10	-11	+7	24	3,611	+4	-2	17	1,791	299	287	288
West South Central.....	-15	-13	+3	15	2,106	+1	-4	11	1,749	247	230	271
Mountain.....	+42	+1	+21	27	1,115	+12	-1	17	1,243	289	257	267
Pacific.....	+7	+6	+6	91	3,077	+2	0	45	3,689	277	285	260
Electrical group, total.....	+1	-16	+9	698	143,565	+22	+2	642	240,141	176	146	145
Full-line wholesalers.....	-1	-19	+9	457	110,581	+19	+2	450	195,991	179	149	142
New England.....	0	-13	+7	34	6,478	+2	-1	34	11,962	185	182	162
Middle Atlantic.....	+7	-20	+8	63	17,193	+4	+2	61	28,041	165	170	130
East North Central.....	+4	-18	+9	93	25,833	+21	+5	92	42,431	165	141	129
West North Central.....	+5	-16	+10	45	9,642	+15	-2	45	16,117	167	153	143
South Atlantic.....	-7	-20	+5	68	15,780	+19	-2	66	28,897	188	147	154
East South Central.....	-3	-26	+13	29	5,329	+34	-1	28	10,300	200	142	148
West South Central.....	-9	-23	+7	48	10,509	+33	+1	48	22,534	219	149	168
Mountain.....	-3	-18	+17	20	3,780	+24	-4	20	6,804	180	140	153
Pacific.....	-5	-20	+13	57	16,237	+28	+6	56	28,905	179	133	136
Wiring supplies, construction materials distributors.....	+7	-3	+7	124	11,010	+16	+1	95	13,437	152	145	148
New England.....	+10	-6	+1	12	667	+1	-10	4	233	163	169	147
Middle Atlantic.....	+14	+8	+2	23	1,168	+11	0	19	1,722	157	163	172
East North Central.....	+12	-3	+7	32	3,436	+15	+5	27	5,161	172	171	161
West North Central.....	-1	-15	+9	8	969	+14	+1	6	962	173	155	153
South Atlantic.....	+9	0	+18	18	2,226	+13	-2	16	2,054	98	100	100
South Central.....	-7	-3	-2	12	1,390	+28	-2	8	1,588	169	135	163
Mountain.....	+4	-5	+6	6	378	(x)	(x)	(x)	(x)	(x)	(y)	(x)
Pacific.....	+8	-3	+15	13	776	+32	+1	12	1,414	184	150	177
Appliances and specialties wholesalers.....	+6	-5	+12	117	21,374	+46	+2	97	30,713	172	123	164
New England.....	+7	-13	+22	14	1,923	+60	+2	11	2,107	131	88	110
Middle Atlantic.....	+8	-13	+12	21	7,752	+53	+8	16	8,925	194	135	154
East North Central.....	+24	+30	+19	18	3,250	+42	+12	13	4,350	168	141	201
West North Central.....	+39	+30	+23	14	1,708	+42	+14	12	3,158	191	189	219
South Atlantic.....	-12	-19	+7	21	2,810	+86	-4	21	5,721	204	97	171
South Central.....	-5	-16	+3	11	1,650	+12	-3	9	2,369	148	124	136
Mountain.....	-9	+1	+7	7	1,037	+33	-8	7	1,864	180	123	197
Pacific.....	-4	+8	+5	11	1,844	+14	-16	8	2,219	132	107	171
Furniture and house furnishings.....	-1	+11	+6	83	14,182	+28	-1	64	25,920	216	165	237
Middle Atlantic.....	-2	+23	+1	15	2,334	+25	+6	11	4,408	258	190	302
East North Central.....	+2	+24	+7	8	1,860	+17	-4	7	3,585	215	188	282
West North Central.....	-2	+8	+1	12	1,731	+21	-7	12	4,172	241	194	281
South Atlantic.....	+20	+19	+7	12	980	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	-16	-1	+7	11	1,537	+54	-4	11	3,817	248	135	256
Mountain.....	-15	+11	+1	7	1,158	+8	-3	5	1,763	230	190	247
Pacific.....	+8	+4	+11	12	3,782	+39	+1	10	5,747	162	127	166
Hardware.....	0	-4	+5	168	61,732	+14	-1	141	146,650	272	237	265
Middle Atlantic.....	+4	-4	+6	32	8,168	+20	+3	27	12,097	246	211	228
East North Central.....	+11	+1	+12	32	13,505	+15	-2	29	28,196	236	226	238
West North Central.....	-13	-7	+2	17	10,058	+2	-1	17	30,895	307	261	289
South Atlantic.....	+3	+6	+1	25	5,298	+15	+2	21	12,199	259	236	276
East South Central.....	+8	-4	+4	15	4,550	+2	-16	13	8,731	214	227	245
West South Central.....	-2	-2	0	14	4,984	+17	+1	8	8,647	284	226	280
Mountain.....	-4	-9	-1	8	2,153	+16	-3	5	3,459	348	302	326
Pacific.....	-3	-9	+5	22	12,698	+25	-1	18	35,287	312	241	285
Industrial supplies.....	+4	-5	+3	148	20,368	+4	+1	117	36,174	209	204	195
New England.....	+4	-9	+2	16	1,145	+3	+1	13	2,498	278	273	249
Middle Atlantic.....	-2	-7	-3	29	3,730	+2	+6	22	7,174	223	212	195
East North Central.....	+12	-4	+9	25	5,259	+16	0	23	9,222	180	173	173
West North Central.....	-14	-1	+3	9	1,234	+4	+2	8	1,977	193	161	183
South Atlantic.....	+13	+9	+3	21	2,158	+2	-2	17	4,113	216	233	240
East South Central.....	0	-12	0	9	1,303	+2	0	8	3,020	244	235	212
West South Central.....	+6	-8	+4	29	4,455	0	-1	17	5,866	206	204	185
Pacific.....	-4	-11	0	10	1,084	-4	-1	9	2,304	224	225	205
Jewelry.....	-6	+45	-1	128	6,311	+7	+6	77	14,857	319	269	433
New England.....	-13	+49	+1	7	391	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-13	+34	-9	36	1,747	-1	+4	19	3,353	344	238	413
East North Central.....	+2	+65	+8	41	1,894	+16	+5	29	5,100	299	269	471
West North Central.....	+2	+37	+2	13	807	+5	+3	10	2,281	288	278	382
South Atlantic.....	-9	+55	-5	5	315	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	+2	+28	+8	5	169	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-12	+37	-4	18	980	+4	+10	11	3,093	417	360	463

See footnotes at end of table.

AUGUST 1953

[Data are shown by geographic division, where possible without disclosure of individual operations.]

Geographic division and kind of business	Sales					Inventory, end-of-month (at close of business)					Ratio inventory to sales	
	Percent change		August 1953 period			Percent change		August 1953 period				
	August 1953 from--		Number of estab- lishments reporting	Reported dollar values (add 000)	August 1953 from--		Number of estab- lishments reporting	Reported dollar values (add 000)				
	August 1952	July 1953			August 1952	July 1953						
Lumber and building materials.....	-2	-5	+4	78	\$14,006	+9	-1	10	1,200	1,200	100	100
Middle Atlantic.....	+17	-8	+10	16	3,520	-	+4	1	1,200	1,200	100	100
East North Central.....	+4	-9	+8	11	1,541	-	-24	1	1,200	1,200	100	100
West North Central.....	-9	+8	-1	7	696	+3	-3	4	1,200	1,200	100	100
South Atlantic.....	-9	-5	-1	12	1,694	+4	-4	1	1,200	1,200	100	100
South Central.....	+7	+23	+6	5	1,025	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	-20	-3	+1	7	2,260	+13	-3	1	1,200	1,200	100	100
Pacific.....	+4	-4	+4	7	1,380	-5	+3	1	1,200	1,200	100	100
Machinery equipment, supplies (except electrical).....	+8	+8	-3	51	7,413	+5	-1	4	15,382	15,382	100	100
New England.....	+14	+1	+7	4	280	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+13	+5	-1	6	1,202	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	+32	+34	0	9	1,641	+7	+5	7	1,641	1,641	100	100
South Atlantic.....	+3	+11	+2	8	781	+2	+2	6	1,641	1,641	100	100
South Central.....	-26	-19	-12	14	1,059	+8	-2	13	1,641	1,641	100	100
Pacific.....	-1	+2	-11	7	901	+2	-3	5	1,641	1,641	100	100
Metals.....	+26	-1	+21	43	16,122	+35	+2	1	2,117	2,117	100	100
Paints and varnishes.....	+3	+5	+11	49	7,178	+5	-	45	12,412	12,412	100	100
Plumbing and heating supplies.....	0	-	-1	136	17,794	+1	-3	115	28,911	28,911	100	100
New England.....	-18	-16	-3	7	313	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+11	+6	+3	30	2,282	-1	-1	23	3,452	3,452	100	100
East North Central.....	+8	+3	+6	18	1,943	+7	-3	16	3,711	3,711	100	100
West North Central.....	0	+9	+7	16	1,868	+6	-	14	3,711	3,711	100	100
South Atlantic.....	-4	-5	-3	39	8,005	(x)	(x)	39	3,711	3,711	100	100
East South Central.....	-4	-5	-9	10	1,680	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Refrigeration equipment, parts (commercial).....	+10	-26	+16	66	2,092	+7	-1	56	3,903	3,903	100	100
Middle Atlantic.....	+16	-24	+17	14	678	+5	-9	11	962	962	100	100
East North Central.....	+10	-27	+8	18	308	+12	+3	13	656	656	100	100
West North Central.....	+39	-4	+29	6	223	-12	-7	6	434	434	100	100
South Atlantic.....	+13	-21	+18	23	663	+17	+5	23	1,564	1,564	100	100
Surgical, medical, equipment, supplies.....	-1	-6	+4	33	5,045	+10	-1	29	6,594	6,594	100	100
Middle Atlantic.....	+5	-13	+10	6	840	+26	+7	5	1,388	1,388	100	100
East North Central.....	+1	-1	0	10	2,119	+12	+2	8	2,544	2,544	100	100
South Atlantic.....	+2	-11	+14	6	867	+8	-7	6	1,123	1,123	100	100
South Central.....	-18	-8	-1	5	581	+1	-7	4	703	703	100	100
Beer.....	0	-10	0	35	1,934	-4	-1	27	771	771	100	100
Middle Atlantic.....	+2	-11	-1	6	423	+68	-8	5	1,117	1,117	100	100
East North Central.....	+2	-11	+1	10	633	-22	+3	10	111	111	100	100
West North Central.....	-3	-5	-5	5	141	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	+2	-12	+3	4	423	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-8	-1	-6	7	257	-4	+10	6	11	11	100	100
Chemicals, industrial.....	+21	-1	+20	15	2,915	+6	-4	11	1,644	1,644	100	100
Clothing and furnishings (except shoes).....	-7	+1	+5	17	3,264	+20	-3	1	3,111	3,111	100	100
Coal.....	+10	+25	0	20	3,558	-20	0	18	5,900	5,900	100	100
Confectionery.....	+1	-4	+1	36	1,108	+7	+1	21	600	600	100	100
Middle Atlantic.....	0	-2	+1	5	251	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	+3	-17	+7	4	120	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	+4	-6	+5	9	176	+11	-4	5	1	1	100	100
East South Central.....	0	-1	-2	10	208	+7	+20	5	68	68	100	100
Dairy and poultry products.....	+3	-20	+7	24	7,118	-26	0	18	3,411	3,411	100	100
Drugs and sundries (liquor excluded).....	+6	-3	+6	200	62,177	+11	+4	161	1,200	1,200	100	100
New England.....	+6	-8	+4	11	2,620	+5	+8	9	3,911	3,911	100	100
Middle Atlantic.....	+3	-6	+6	26	9,951	+10	+1	18	11,000	11,000	100	100
East North Central.....	+7	-4	+7	27	10,592	+10	+3	21	14,603	14,603	100	100
West North Central.....	-1	-2	+3	18	5,839	+52	+7	15	9,940	9,940	100	100
South Atlantic.....	+6	-6	+6	29	6,869	+7	+5	23	11,843	11,843	100	100
East South Central.....	+4	-4	+4	16	3,506	+3	+6	12	5,902	5,902	100	100
West South Central.....	+5	+4	+5	33	8,340	+3	+3	28	16,700	16,700	100	100
Mountain.....	+15	+8	+4	14	3,007	+12	+5	10	7,056	7,056	100	100
Pacific.....	+7	-4	+8	26	10,903	+9	+4	24	2,032	2,032	100	100
Dry goods.....	+1	+20	+8	158	47,292	+17	-2	128	78,847	78,847	100	100
New England.....	-5	+6	0	4	519	+4	-3	4	68	68	100	100
Middle Atlantic.....	-5	+21	+8	46	6,683	+22	-3	34	10,440	10,440	100	100
East North Central.....	+5	+12	+15	15	5,635	+26	-3	15	8,450	8,450	100	100
West North Central.....	-2	+18	+9	18	16,740	+18	-3	16	3,585	3,585	100	100
South Atlantic.....	+1	+24	+3	23	5,043	+13	-1	17	8,000	8,000	100	100
East South Central.....	+6	+50	+4	13	2,363	+15	-2	9	1,700	1,700	100	100
West South Central.....	-5	+29	+1	13	3,339	+23	-1	13	1,700	1,700	100	100
Mountain.....	-3	+41	+1	5	493	+14	+3	4	1,440	1,440	100	100
Pacific.....	+13	+13	+11	21	6,477	+16	-3	16	4,100	4,100	100	100
Farm supplies.....	-23	+16	-14	17	1,355	-4	+12	1	1,000	1,000	100	100
Fresh fruit and vegetable.....	-18	-31	-6	57	5,135	+14	-1	4	1,000	1,000	100	100
New England.....	-19	-31	-15	4	213	+7	+21	4	1,000	1,000	100	100
Middle Atlantic.....	+2	-24	-8	17	1,325	-17	-17	1	1,000	1,000	100	100
East North Central.....	-42	-50	-2	13	1,339	-5	-	5	1,000	1,000	100	100
West North Central.....	-1	-27	-9	7	687	+14	+7	7	1,000	1,000	100	100
South Atlantic.....	+4	+3	-8	5	280	-19	+16	4	1,000	1,000	100	100
East South Central.....	-20	-14	-	5	260	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-4	-15	-	4	778	(x)	(x)	(x)	(x)	(x)	(x)	(x)

See footnote at end of table.

WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

AUGUST 1953

[Data are shown by geographic division, where possible without disclosure of individual operations]

[Data are shown by geographic division, where possible without division]												
Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change		August 1953 panel		Reported dollar values (add 000)	Percent change August 1953 from--		August 1953 panel Number of estab- lishments reporting	Reported dollar value ² (add 000)	August 1953	August 1952	July 1953
	August 1952	July 1953	8 mo. 1953 from 8 mo. 1952 ²	Number of estab- lishments reporting								
Groceries, total.....	+1	-8	+3	841	\$142,014	-1	0	677	\$132,176	120	122	111
Nonaffiliated full-line wholesalers ⁴	-5	-9	0	556	57,873	-6	0	464	57,980	121	122	111
New England.....	0	-10	+4	7	1,612	+12	-2	6	2,469	162	145	148
Middle Atlantic.....	+5	-6	+6	21	3,555	+19	+5	14	4,553	152	137	140
East North Central.....	+1	-6	-2	133	10,469	-3	0	126	11,556	122	126	115
West North Central.....	-6	-13	+1	64	7,218	0	+3	51	7,489	131	121	110
South Atlantic.....	-1	-6	+1	61	7,799	+5	+10	32	6,301	123	120	108
East South Central.....	-11	-6	-4	38	4,546	-2	+3	29	4,473	126	113	117
West South Central.....	-5	-7	+1	100	12,864	-1	+8	78	12,611	124	118	109
Mountain.....	-10	-17	+1	24	2,679	+5	+7	22	3,334	133	114	102
Pacific.....	-13	-13	-5	108	7,131	-46	-30	106	5,194	76	121	95
Voluntary-group wholesalers.....	+7	-7	+5	174	58,217	+5	+2	135	53,102	118	122	110
New England.....	+3	-14	+8	10	3,557	+6	+7	8	2,259	114	111	97
Middle Atlantic.....	+3	-8	+1	25	10,546	+7	+7	18	7,031	127	123	108
East North Central.....	+12	-1	+7	41	11,266	+4	+4	29	8,727	93	102	90
West North Central.....	+11	-6	+6	61	20,723	+3	-3	61	25,969	125	135	121
South Atlantic.....	0	-11	+2	0	2,057	+7	+4	5	1,555	119	115	102
Pacific.....	+1	-14	+3	23	5,967	+7	+11	9	2,408	128	110	103
Retailer-cooperative warehouses.....	+9	-9	+10	18	11,042	+4	-4	10	5,388	100	103	93
Specialty lines wholesalers.....	-1	-9	+7	93	14,880	-3	-6	68	15,706	129	132	125
New England.....	-10	-6	-5	5	179	-29	+4	4	87	51	64	46
Middle Atlantic.....	-2	-25	+8	21	3,371	-4	-9	14	3,524	125	125	97
East North Central.....	-9	-23	-2	9	609	+29	+4	6	345	83	70	82
South Atlantic.....	-2	-13	+2	16	1,520	-5	+6	11	1,631	121	125	98
East South Central.....	-6	-17	-3	4	458	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	+10	+2	+13	5	377	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-8	+1	+4	27	6,757	-7	-8	23	8,451	159	155	182
Leather and shoe findings.....	-9	+9	-1	25	452	+4	+3	12	1,028	522	437	537
Middle Atlantic.....	-17	+8	-1	6	39	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	+1	+20	+1	5	97	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central.....	-24	-2	-11	4	39	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-9	+7	-2	6	227	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products.....	-14	-4	-7	38	20,450	-20	-7	34	6,527	36	40	38
Middle Atlantic.....	-6	-3	-5	9	3,676	-19	-7	9	1,614	42	51	46
East North Central.....	-21	-5	-9	13	8,725	-25	-9	12	2,929	36	37	37
Pacific.....	-25	-14	-16	4	3,404	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Paper and its products.....	+15	+8	+7	59	9,787	+2	0	39	9,145	128	145	137
New England.....	+2	-9	+3	5	289	-5	+1	4	345	203	216	179
Middle Atlantic.....	+14	+11	+6	17	2,691	+10	+1	7	1,563	101	105	113
East North Central.....	+16	+2	+8	16	2,995	-2	-1	13	1,138	109	130	112
South Atlantic.....	+11	+3	+6	7	878	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	+8	+3	+3	5	508	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+25	+25	+8	6	2,090	+9	+2	5	2,508	150	165	179
Petroleum.....	+4	+1	+3	28	4,681	-23	0	23	4,794	102	139	103
Shoes and other footwear.....	-11	-2	+5	34	35,800	+11	-7	31	73,287	207	167	216
Tobacco products.....	+1	-8	+2	279	43,789	+6	+4	162	17,499	60	57	54
New England.....	+3	-7	+3	32	3,027	+8	-8	9	370	46	64	73
Middle Atlantic.....	+2	-10	+3	59	15,213	+7	+7	37	7,828	66	62	55
East North Central.....	+3	-6	+4	66	8,947	+6	+4	39	2,830	54	52	50
West North Central.....	-1	-4	-3	40	5,365	-3	+3	30	2,245	56	58	53
South Atlantic.....	-2	-8	+3	25	5,364	+15	+2	20	2,729	61	52	56
East South Central.....	-3	-9	0	14	1,776	+3	+6	8	546	50	48	42
West South Central.....	-7	-8	-3	26	1,960	-8	+1	9	454	57	57	48
Mountain.....	-8	-6	-2	8	467	+23	+1	7	340	75	56	70
Pacific.....	+2	-10	0	9	1,670	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Wines and spirits ⁵	+3	-8	+8	285	80,648	+4	0	240	117,653	168	168	156
New England.....	+6	-17	+7	23	4,242	+8	+1	19	4,344	124	123	101
Middle Atlantic.....	+7	-5	+14	53	26,360	+5	-3	51	38,031	154	158	153
East North Central.....	+8	-13	+13	42	11,354	+15	+2	31	15,526	164	150	142
West North Central.....	-8	-11	+1	36	6,578	+3	+4	31	10,992	221	197	191
South Atlantic.....	+3	-8	+3	43	11,342	-4	-4	40	17,123	158	170	151
East South Central.....	-5	-9	+2	12	2,276	-1	-4	9	4,527	253	247	246
West South Central.....	+19	+6	-1	34	7,056	-3	+1	32	13,752	196	241	204
Mountain.....	+9	-1	+17	12	2,105	+21	-5	11	2,548	122	111	126
Pacific.....	-12	-16	+4	30	9,335	+13	+17	16	11,010	197	155	144
Miscellaneous.....	-8	+1	+2	30	6,821	+13	+13	19	9,042	196	156	176

x Insufficient data to show separately.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculation for the mark-up of sales, which varies from trade to trade.² Includes reports received too late for inclusion in previous monthly trends.³ The United States total and totals for some trades include a number of establishments not assigned to a geographic division.⁴ Not affiliated with voluntary or cooperative groups.⁵ Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the Wholesale level.

Note: Percentage changes are computed on an unweighted basis by summarizing all reports received in time for tabulation. Since coverage varies by kind of business and geographic division depending upon participation of wholesalers in the reporting service, data shown may not necessarily represent trends of all wholesalers. They do reflect, however, the experience of those wholesalers submitting data in each of the periods for which comparisons are made.

States comprising geographic divisions

New England (Conn., Maine, Mass., N. H., R. I., Vt.)

Middle Atlantic (N. J., N. Y., Pa.)

East North Central (Ill., Ind., Mich., Ohio, Wis.)

West North Central (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)

South Atlantic (Del., Fla., Ga., Md., N. C., S. C., Va., W. Va.)

East South Central (Ala., Ky., Miss., Tenn.)

West South Central (Ark., La., Okla., Tex.)

South Central - East South Central and West South Central combined.

Mountain (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)

Pacific (Calif., Oreg., Wash.)

Inquiries concerning this report should be addressed to: Director, Bureau of the Census, Washington 25, D. C.

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MONTHLY

WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE

Sinclair Weeks, Secretary

BUREAU OF THE CENSUS

Robert W. Burgess, Director

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SEPTEMBER 1953

UNIVERSITY OF ILLINOIS FOR RELEASE
NOVEMBER 3, 1953

SALES AND INVENTORIES

Sales and inventory trends presented in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 4,239 wholesale establishments in various kinds of business.

SALES

September 1953 sales of merchant wholesalers increased 10 percent over the previous month and were 2 percent above a year ago. Cumulative sales for the first nine months of 1953 were 5 percent higher than for the same period in 1952.

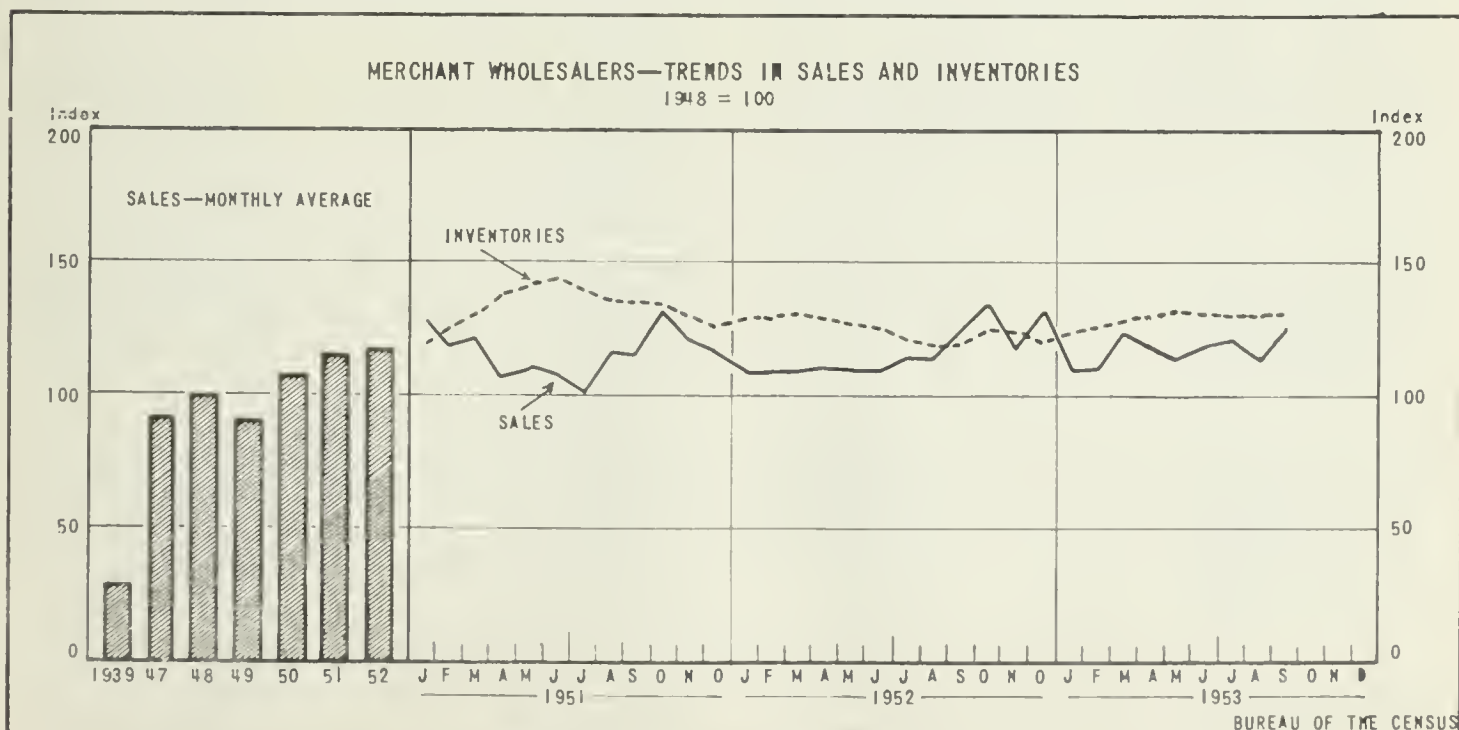
All geographic divisions experienced increases in sales from August 1953, with New England showing the principal increase (17%). Compared with September sales a year ago, five divisions, with East North Central leading, reported gains of 2 to 8 percent, while the remaining four divisions reflected declines of 1 to 2 percent. All divisions, however, noted cumulative nine months' sales in 1953 above those in the corresponding period of 1952.

Of the 37 kinds of business covered in this report, 25 trades experienced sales increases over the previous month--the sharpest increase (29%) being reported by jewelry wholesalers. Nine other trades, led by wholesalers of shoes and other footwear (down 15%), indicated sales declines, while three trades--automotive supplies, dairy and poultry products, and dry goods--remained at about the same level as a month earlier. Increases above September 1952 sales were reported by 20 trades, the largest gain being shown by grocery retailer-cooperative warehouses (14%). Fifteen other trades registered declines, the most substantial being farm supplies (27%). Cumulative sales for the first three quarters of 1953 were higher than for the same period in 1952 in 28 trades--metals noting the largest increase (19%).

INVENTORIES

Inventories (valued at cost) of wholesalers at the end of September increased slightly (1%) over stocks on hand August 31, and were 10 percent above inventories of September 30, 1952. Based on the reports of 3,303 establishments submitting inventory figures in conjunction with sales data, the September stock-sales ratio of 150 percent was 20 points below that reported for the previous month, but 6 points above that reported for September 1952.

By divisions, only slight changes from inventories on hand a month earlier were noted, the largest being increases of 4 percent in the New England and East South Central Divisions. However, all geographic divisions reported inventories from 5 to 14 percent higher than on hand a year ago. Appliances and specialties wholesalers, with inventories 40 percent higher than last September, again reflected the most substantial change from year-ago inventories.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

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WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

SEPTEMBER 1953

[Data are shown by geographic division, where possible without disclosure of individual operations]

Data are shown by geographic division, where possible without disclosure of individual operations.												
Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change		September 1953 panel			Percent change		September 1953 panel		Sept. 1953	Sept. 1952	Aug. 1953
	Sept. 1953 from--		9 mo. 1953 from 9 mo. 1952 ²	Number of estab- lishments reporting	Reported dollar values (add 000)	Sept. 1953 from--		Number of estab- lishments reporting	Reported dollar values (add 000)			
	Sept. 1952	Aug. 1953				Sept. 1952	Aug. 1953					
United States, total.....	+2	+10	+5	4,239	\$891,694	+10	+1	3,303	\$1,162,280	156	144	170
New England.....	+5	+17	+6	256	40,301	+10	+4	178	42,392	140	137	159
Middle Atlantic.....	+3	+12	+6	739	169,404	+10	+2	565	180,822	135	128	147
East North Central.....	+8	+14	+6	822	172,252	+13	+1	673	197,970	131	125	150
West North Central.....	-2	+7	+4	514	115,704	+5	-1	387	170,098	166	156	179
South Atlantic.....	+3	+13	+3	538	102,141	+10	0	427	128,757	150	142	172
East South Central.....	+2	+10	+3	199	37,644	+14	+4	154	50,406	159	141	168
West South Central.....	-2	+9	+2	389	76,020	+10	+1	306	115,350	182	161	198
Mountain.....	-2	+3	+7	177	27,047	+11	0	146	38,684	162	145	168
Pacific.....	-1	+9	+4	555	117,446	+11	+2	417	152,317	174	151	182
Automotive supplies.....	-9	0	+5	385	21,271	+4	+3	215	18,539	252	229	258
New England.....	-17	+8	+5	21	847	-8	-2	9	435	201	202	254
Middle Atlantic.....	-12	0	+4	51	1,205	+4	+1	47	2,796	266	225	261
East North Central.....	-3	+2	+7	71	4,100	+4	+10	57	5,953	236	217	232
West North Central.....	-8	+6	+4	85	5,212	0	0	13	1,155	268	224	268
South Atlantic.....	-16	-10	+4	24	3,240	+6	0	17	1,729	269	275	301
East South Central.....	-17	-3	0	12	1,981	-4	-8	8	1,501	231	240	250
West South Central.....	-19	-28	+16	29	803	+8	-2	19	1,218	279	215	289
Mountain.....	-19	-28	+16	29	803	+8	-2	19	1,218	279	215	289
Pacific.....	-2	+5	+5	89	3,201	+5	+1	42	3,690	267	245	274
Electrical group, total.....	+10	+21	+9	686	172,397	+21	0	618	235,447	145	132	170
Full-line wholesalers.....	+12	+22	+9	459	134,613	+20	0	451	194,299	146	137	178
New England.....	+15	+28	+8	33	8,047	+6	+2	33	11,592	144	155	180
Middle Atlantic.....	+13	+24	+9	63	21,302	+9	+2	61	28,484	135	140	165
East North Central.....	+19	+28	+10	95	32,783	+29	+5	94	43,629	134	123	164
West North Central.....	+9	+12	+10	44	10,684	+10	-2	44	15,619	146	146	167
South Atlantic.....	+14	+26	+6	70	20,148	+18	-2	67	28,721	148	144	189
East South Central.....	+17	+25	+13	29	6,653	+38	-2	28	10,084	156	132	200
West South Central.....	+10	+16	+7	48	11,971	+25	-4	48	21,722	181	160	219
Mountain.....	+1	+16	+15	19	4,281	+19	-4	19	6,396	149	127	181
Pacific.....	+1	+15	+11	58	18,744	+22	-3	57	28,052	150	124	179
Wiring supplies, construction materials distributors.....	+9	+6	+7	125	11,674	+12	-1	85	12,187	145	143	152
New England.....	+13	+6	+2	15	1,002	+8	-2	5	380	171	160	183
Middle Atlantic.....	+16	+4	+3	27	1,241	+6	-1	18	1,984	192	219	203
East North Central.....	+13	+12	+8	31	4,130	+10	-2	24	4,658	143	150	161
West North Central.....	+3	+8	+8	8	1,035	+14	-1	6	925	181	153	174
South Atlantic.....	+4	-9	+16	15	1,931	+18	-2	12	1,555	90	82	82
East South Central.....	+6	+10	-1	12	1,223	+20	+5	7	1,172	166	153	186
West South Central.....	-12	+6	+4	6	399	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	+15	+14	+15	11	713	+27	+2	10	1,227	174	158	194
Pacific.....	+15	+14	+15	11	713	+27	+2	10	1,227	174	158	194
Appliances and specialties wholesalers....	+1	+23	+10	102	26,110	+40	+1	82	28,961	143	103	171
New England.....	+3	+26	+20	9	2,337	+39	-3	6	1,848	96	70	123
Middle Atlantic.....	+3	+33	+11	22	10,287	+41	+3	17	9,178	149	110	184
East North Central.....	+19	+33	+19	17	4,520	+44	-5	11	4,243	118	94	171
West North Central.....	+25	+2	+23	9	1,311	+30	-1	8	2,038	158	153	164
South Atlantic.....	-16	+20	+4	20	3,635	+61	-1	19	5,656	169	91	207
East South Central.....	-13	-7	+1	10	1,396	+15	+14	8	2,202	163	122	134
West South Central.....	-8	+14	+5	6	810	+37	+3	6	1,639	202	135	223
Mountain.....	-11	+5	+3	9	1,814	+20	0	7	2,157	124	91	130
Pacific.....	-11	+5	+3	9	1,814	+20	0	7	2,157	124	91	130
Furniture and house furnishings.....	-1	+14	+5	84	16,601	+24	0	67	26,747	187	146	213
Middle Atlantic.....	-1	+17	+1	15	2,838	+28	-4	12	4,640	216	157	252
East North Central.....	+3	+18	+7	9	2,350	+14	+2	8	3,907	182	163	214
West North Central.....	-3	+16	0	13	2,064	+24	+7	13	4,532	220	171	240
South Atlantic.....	+9	+13	+7	12	1,104	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East South Central.....	-12	+20	+4	11	1,839	+40	-3	11	3,718	202	127	248
West South Central.....	-14	-2	0	7	1,136	+12	+8	5	1,902	239	188	230
Mountain.....	+5	+9	+10	11	4,063	+27	-6	9	5,097	134	112	156
Pacific.....	+5	+9	+10	11	4,063	+27	-6	9	5,097	134	112	156
Hardware.....	-2	+11	+4	158	66,309	+15	-2	132	138,997	239	203	273
Middle Atlantic.....	+4	+17	+5	35	9,851	+15	-4	30	18,032	202	183	246
East North Central.....	+4	+10	+11	33	15,071	+14	-5	30	27,734	202	183	240
West North Central.....	-10	+15	0	16	11,167	+2	-3	16	28,254	253	224	302
South Atlantic.....	-4	+8	0	18	4,920	+14	-3	15	9,675	233	196	254
East South Central.....	-6	+2	+3	10	3,699	+23	+2	8	8,197	253	195	213
West South Central.....	0	+9	0	15	5,530	+15	-2	9	8,812	253	217	288
Mountain.....	-11	+5	-2	8	2,265	+18	-4	5	3,325	316	234	348
Pacific.....	-4	+9	+4	20	13,606	+26	-1	16	34,322	282	216	310
Industrial supplies.....	+1	+6	+3	137	21,877	+3	0	111	36,545	192	188	204
New England.....	+5	+11	+2	17	1,423	+4	+1	15	2,955	242	246	267
Middle Atlantic.....	+3	+9	-3	27	3,798	+2	-1	21	7,021	200	205	223
East North Central.....	+5	+9	+8	22	5,413	+12	-1	21	8,671	163	151	179
West North Central.....	+7	+9	+4	11	1,956	+3	-4	9	2,720	167	169	185
South Atlantic.....	+3	-5	+3	19	1,867	+2	+1	15	3,649	225	222	212
East South Central.....	-1	+2	0	3	2,262	+5	-1	9	4,133	183	171	187
West South Central.....	-3	+5	+4	24	4,262	-7	+6	14	5,690	220	213	212
Mountain.....	-13	+2	-1	8	896	-8	-9	7	1,706	200	190	227
Pacific.....	-13	+2	-1	8	896	-8	-9	7	1,706	200	190	227
Jewelry.....	-3	+29	-2	121	7,834	+7	+3	71	14,582	254	227	315
New England.....	+12	+44	+3	8	573	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-3	+40	-8	37	2,461	-7	+1	20	3,663	231	227	339
East North Central.....	+1	+25	+7	32	2,032	+17	+2	21	4,305	242	211	292
West North Central.....	-3	+17	+1	12	937	+6	-1	10	2,267	245	236	288
South Atlantic.....	+4	+13	-4	6	363	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East South Central.....	+19	+19	+10	5	201	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	+19	+19	+10	5	201	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	-18	+29	-6	18	1,256	+13	+11	11	3,319	356	256	407
Pacific.....	-18	+29	-6	18	1,256	+13	+11	11	3,319	356	256	407

See footnotes at end of table.

WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

SEPTEMBER 1953

[Data are shown by geographic division, where possible without disclosure of individual operations]

Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change		September 1953 panel			Percent change		September 1953 panel				
	Sept. 1953 from--		Number of estab- lishments reporting	Reported dollar values (add 000)	Sept. 1953 from--	Sept. 1953 from--	Number of estab- lishments reporting	Reported dollar values (add 000)	Sept. 1953	Sept. 1952	Aug. 1953	
	Sept. 1952	Aug. 1953										
Lumber and building materials.....	-7	+1	+2	79	\$14,329	+15	-1	59	\$13,700	131	103	129
Middle Atlantic.....	0	+1	+9	18	3,914	+11	+3	10	1,439	53	50	50
East North Central.....	-3	-7	+6	11	1,563	+21	-4	9	1,301	105	82	101
West North Central.....	-11	+4	-3	7	723	-1	-3	4	365	93	71	85
South Atlantic.....	-4	+11	-2	12	1,878	+5	0	10	1,660	181	163	197
South Central.....	+11	+6	+7	5	1,090	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	-17	-2	-1	6	1,991	+32	+2	6	3,443	173	109	166
Pacific.....	-19	-13	+1	7	1,197	+16	0	6	2,140	181	128	156
Machinery equipment, supplies (except electrical).....	+5	+4	-2	52	7,634	+3	-2	41	15,302	240	243	257
New England.....	+3	+8	+7	5	450	-6	-1	4	1,003	299	344	327
Middle Atlantic.....	-7	-7	-2	6	1,111	+4	-1	4	1,514	144	131	137
East North Central.....	+23	+7	+2	11	1,810	+6	-4	8	1,984	154	178	192
South Atlantic.....	+19	+11	+4	7	677	-8	-4	5	1,341	245	289	258
South Central.....	+18	+39	-10	14	1,468	+6	-2	13	6,799	481	530	680
Pacific.....	-22	-12	-12	6	739	+10	0	4	1,313	377	235	280
Metals.....	+7	-1	+19	45	16,024	+29	0	41	26,689	170	141	169
Paints and varnishes.....	-3	-9	+9	49	6,497	+7	0	45	18,463	290	264	261
Plumbing and heating supplies.....	+1	+9	-1	138	19,444	+2	0	119	29,500	169	163	181
New England.....	+2	+28	-2	7	402	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-2	+1	+2	30	2,305	+1	+2	23	3,509	187	179	180
East North Central.....	+7	+13	+6	22	2,270	+9	-2	20	3,744	181	178	212
West North Central.....	+1	+8	+6	15	1,909	+2	-3	13	3,043	172	167	190
South Atlantic.....	0	+9	-2	39	8,725	-2	0	39	13,166	151	154	164
East South Central.....	-4	+19	-8	10	2,007	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Refrigeration equipment, parts (commercial)...	+8	-6	+15	76	2,193	+6	+1	66	4,242	239	247	227
Middle Atlantic.....	+20	-2	+17	14	716	+3	0	11	966	191	231	201
East North Central.....	+21	-6	+9	18	288	+11	0	13	657	320	365	289
West North Central.....	+6	+13	+25	5	236	-9	+10	5	419	178	207	183
South Atlantic.....	+1	-8	+16	24	611	+13	-1	24	1,543	253	227	236
West South Central.....	+20	-19	+14	4	143	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-19	-23	+5	10	163	+2	+2	9	419	388	312	310
Surgical, medical equipment, supplies.....	+12	+7	+5	29	5,140	+8	+1	27	6,433	128	132	136
Middle Atlantic.....	+22	+19	+12	5	944	+26	-4	4	933	107	105	135
East North Central.....	+13	+6	+2	7	2,106	+7	+1	7	2,560	122	129	128
South Atlantic.....	+13	+10	+14	6	956	+13	+5	6	1,181	124	123	130
Beer.....	+13	-1	+2	37	2,099	+12	+4	32	913	46	47	44
Middle Atlantic.....	+29	-7	+3	7	567	+83	+12	6	163	29	20	24
East North Central.....	+7	-4	+2	10	604	-9	+17	10	246	41	48	34
West North Central.....	0	+4	-4	4	48	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	+14	+12	+5	5	483	+13	-15	4	222	51	53	68
Pacific.....	0	-2	-5	8	342	+14	+8	7	227	79	67	68
Chemicals, industrial.....	+7	-2	+18	14	2,830	+10	0	11	1,788	70	68	67
Clothing and furnishings (except shoes).....	-10	+4	+3	15	3,912	+14	-8	10	3,710	122	115	140
Coal.....	-22	-1	-3	20	3,527	-21	+1	18	5,083	149	149	145
Confectionery.....	0	+7	+1	38	1,286	+12	+7	21	766	117	107	119
Middle Atlantic.....	+3	-4	+2	7	318	-1	-7	4	187	107	110	110
East North Central.....	+11	+2	+7	4	122	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	+3	+12	+5	9	197	+6	+4	5	111	90	90	98
East South Central.....	-9	+24	-3	8	219	+41	+19	4	31	155	105	186
West South Central.....	+1	+25	-2	4	198	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Dairy and poultry products.....	+3	0	+6	24	6,794	-27	-3	17	3,073	52	73	53
Drugs and Sundries (liquor excluded).....	+5	+13	+6	202	69,178	+9	+5	164	105,309	185	178	200
New England.....	+5	+13	+4	13	3,288	+11	+8	10	4,573	181	169	195
Middle Atlantic.....	+6	+14	+6	28	11,532	+12	+7	20	12,352	168	164	179
East North Central.....	+8	+16	+7	26	11,732	+11	+7	20	14,826	164	157	180
West North Central.....	+4	+16	+3	18	6,773	+10	+3	16	10,462	176	168	197
South Atlantic.....	+2	+12	+6	30	7,639	+10	+6	23	12,250	202	187	217
East South Central.....	0	+12	+4	17	3,996	+7	+8	13	6,598	201	187	210
West South Central.....	+6	+13	+5	33	9,769	+4	+3	28	17,429	211	215	233
Mountain.....	+1	+10	+4	12	2,328	+3	+3	11	5,180	224	220	239
Pacific.....	+6	+11	+8	25	12,121	+13	+5	23	21,639	179	168	190
Dry goods.....	-6	0	+6	155	47,613	+17	-6	126	75,887	187	150	199
New England.....	-1	+9	0	5	654	+7	-5	5	828	127	118	145
Middle Atlantic.....	-16	-1	+5	43	5,920	+22	-2	31	9,197	233	164	236
East North Central.....	+1	+9	+13	15	6,141	+23	-12	15	7,409	121	99	150
West North Central.....	-8	-2	+6	19	16,889	+18	-4	17	36,068	215	167	220
South Atlantic.....	-7	+7	+2	21	5,280	+9	-7	16	7,731	163	142	185
East South Central.....	0	+1	+3	15	2,608	+18	-5	10	3,976	196	170	205
West South Central.....	-14	-2	-2	13	3,308	+8	-7	13	5,089	154	123	162
Mountain.....	-12	-13	0	4	490	+6	-4	4	1,310	267	221	242
Pacific.....	+8	-2	+11	20	6,323	+12	-9	15	4,279	171	157	187
Farm supplies.....	-27	-6	-15	18	2,008	-20	-1	9	680	57	59	54
Fresh fruits and vegetables.....	+1	-2	-5	58	5,096	-8	+11	38	622	19	20	18
New England.....	-16	-7	-15	6	227	-13	-7	6	53	23	23	23
Middle Atlantic.....	+11	0	-6	16	1,278	+21	+61	10	29	5	5	4
East North Central.....	+7	-8	-1	14	1,372	-17	+14	7	123	31	37	26
West North Central.....	+6	+5	-8	7	724	+9	0	7	211	29	28	30
South Atlantic.....	-3	+5	-7	4	221	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East South Central.....	-8	+27	-10	4	198	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-10	-4	-4	4	956	(x)	(x)	(x)	(x)	(x)	(x)	(x)

See footnotes at end of table.

WHOLESALESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

SEPTEMBER 1953

[Data are shown by geographic division, where possible without disclosure of individual operations]

Data are shown by geographic division, where possible without disclosure of individual operations.												
Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change		9 mo. 1953 from 9 mo. 1952 ²	Number of estab- lishments reporting	Reported dollar values (add 000)	Percent change		September 1953 panel		Sept. 1953	Sept. 1952	Aug. 1953
	Sept. 1953 from--					Sept. 1953 from--	Number of estab- lishments reporting	Reported dollar valuea (add 000)				
	Sept. 1952	Aug. 1953							Sept. 1952			
Groceries, total.....	+2	+8	+3	835	\$150,890	-3	+4	674	\$135,743	118	124	121
Non-affiliated full-line wholesalers ⁴	-2	+9	-1	548	60,109	-5	+6	459	59,248	120	123	123
New England.....	+5	+8	+4	7	1,736	+7	+3	6	2,531	153	151	162
Middle Atlantic.....	+14	+18	+7	19	3,917	+10	-1	12	4,127	127	133	155
East North Central.....	+2	+10	-1	136	11,516	+2	+4	128	12,022	116	115	122
West North Central.....	-1	+8	+1	58	7,441	-6	+2	48	7,509	122	129	130
South Atlantic.....	+2	+6	+1	61	8,077	+2	+3	34	6,397	121	121	123
East South Central.....	-1	+12	-4	38	4,391	0	-1	29	3,856	117	113	134
West South Central.....	-5	+7	0	100	13,896	-6	+3	77	12,882	120	119	126
Mountain.....	-7	+5	0	22	2,384	-6	0	21	2,967	128	128	134
Pacific.....	-12	+10	-6	107	6,751	-26	+55	104	6,957	109	178	77
Voluntary-group wholesalers.....	+5	+5	+5	182	62,078	-1	+1	139	54,090	116	126	120
New England.....	-10	+15	+5	9	3,844	+7	+5	7	2,087	107	113	113
Middle Atlantic.....	+5	+8	+2	31	11,913	-1	-1	22	7,349	128	136	131
East North Central.....	+16	+6	+8	40	11,019	-1	+3	28	8,483	96	113	97
West North Central.....	+6	+4	+6	61	21,552	-2	+1	61	26,225	122	132	125
South Atlantic.....	+7	+10	+3	11	2,922	+1	+11	5	1,730	111	120	119
Pacific.....	-3	-3	+2	24	6,219	-3	-11	10	2,609	106	107	127
Retailer-cooperative warehousea.....	+14	+19	+10	19	13,311	-4	+3	11	5,679	89	105	101
Specialty lines wholesalers.....	-4	+7	+6	86	15,392	-1	+8	65	16,726	132	129	130
New England.....	+5	+17	-4	4	104	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-1	+24	+7	18	3,978	+2	+3	13	3,617	103	100	126
East North Central.....	-33	+22	-6	8	544	-2	+1	5	193	58	60	75
South Atlantic.....	+4	+25	+3	14	1,807	-1	+6	10	1,618	100	104	119
East South Central.....	-3	+23	-3	5	615	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	+1	+6	+11	5	400	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-12	-5	+2	26	6,421	-4	+12	22	9,355	193	170	158
Leather and shoe findings.....	-14	+9	-3	26	574	+3	-4	13	1,157	384	312	441
Middle Atlantic.....	-13	+18	-3	5	40	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	+2	+12	+1	5	109	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central.....	-16	+33	-12	4	52	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-18	+3	-5	7	305	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products.....	0	+11	-7	39	23,079	-12	-2	35	6,360	31	37	35
Middle Atlantic.....	+2	+5	-4	9	3,929	-12	+6	9	1,553	40	46	39
East North Central.....	+9	+18	-7	13	10,294	-14	-3	12	2,828	29	37	36
South Central.....	0	+6	+7	4	3,756	-13	-5	4	1,048	28	32	31
Pacific.....	-18	+12	-16	5	4,059	-8	-6	4	651	24	28	30
Paper and its products.....	+5	+1	+7	55	10,105	+3	0	37	9,122	121	123	122
New England.....	+9	+11	+4	4	321	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+5	+4	+6	15	3,011	+9	-3	9	1,868	96	93	104
East North Central.....	+5	+5	+8	17	3,335	0	+2	13	3,002	96	102	99
South Atlantic.....	+18	+8	+7	6	885	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	+4	-9	+3	5	464	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+2	-6	+7	5	1,837	+6	0	4	2,286	161	151	150
Petroleum.....	+3	+19	+3	28	5,580	-11	+22	28	5,854	105	122	102
Shoes and other footwear.....	-12	-15	+3	33	30,247	+17	-2	30	71,557	240	181	208
Tobacco products.....	+4	+4	+2	261	43,301	+2	+2	155	18,025	61	62	61
New England.....	+1	+1	+2	32	2,970	+28	+14	11	523	69	54	59
Middle Atlantic.....	+5	+1	+3	59	14,987	-9	-3	38	7,501	64	74	65
East North Central.....	+8	+5	+4	60	8,458	+12	+6	37	2,967	57	54	56
West North Central.....	+3	+5	-2	37	5,005	+1	+4	28	2,207	54	56	56
South Atlantic.....	0	+8	+2	23	5,495	+12	+6	18	2,749	61	54	62
East South Central.....	0	+9	0	11	1,737	+3	+8	6	669	48	46	49
West South Central.....	-3	+7	-3	21	1,881	-5	+8	7	374	46	49	47
Mountain.....	+5	+7	-1	8	500	+11	-4	7	327	68	65	75
Pacific.....	+9	+4	+1	10	2,268	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Wines and spirits ⁵	+4	+20	+7	284	94,279	+6	+5	234	118,066	151	144	170
New England.....	+14	+33	+7	21	5,005	-1	+2	15	3,213	104	115	140
Middle Atlantic.....	-1	+14	+12	44	26,188	+10	+11	41	33,951	144	128	146
East North Central.....	+19	+26	+13	40	14,028	+8	0	30	15,468	127	138	165
West North Central.....	-7	+20	0	36	8,086	+1	0	31	11,049	175	166	215
South Atlantic.....	+15	+31	+4	45	14,092	-4	+1	43	17,569	128	153	167
East South Central.....	-11	+12	+1	11	2,291	+7	+4	9	4,708	240	199	253
West South Central.....	-11	+18	-2	35	8,787	+21	+12	31	16,194	190	140	198
Mountain.....	+15	+4	+17	13	2,010	+10	+4	10	1,793	115	121	115
Pacific.....	+7	+20	+5	39	13,792	+2	+4	24	14,121	186	170	187
Miscellaneous.....	-4	+19	+1	30	8,107	+22	+8	19	9,741	181	136	196

x Insufficient data to show separately.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the mark-up of sales, which varies from trade to trade.² Includes reports received too late for inclusion in previous monthly trends.³ The United States total and totals for some trades include a number of establishments not assigned to a geographic division.⁴ Not affiliated with voluntary or cooperative groups.⁵ Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

Note: Percentage changes are computed on an unweighted basis by summarizing all reports received in time for tabulation. Since coverage varies by kind of business and geographic division depending upon participation of wholesalers in the reporting service, data shown may not necessarily represent trends of all wholesalers. They do reflect, however, the experience of those wholesalers submitting data in each of the periods for which comparisons are made.

States comprising geographic divisions

New England (Conn., Maine, Mass., N.H., R.I., Vt.)

Middle Atlantic (N.J., N.Y., Pa.)

East North Central (Ill., Ind., Mich., Ohio, Wis.)

West North Central (Iowa, Kans., Minn., Mo., Nebr., N.Dak., S.Dak.)

South Atlantic (Del., Fla., Ga., Md., N.C., S.C., Va., W.Va.)

East South Central (Ala., Ky., Miss., Tenn.)

West South Central (Ark., La., Okla., Tex.)

South Central - East South Central and West South Central combined.

Mountain (Ariz., Colo., Idaho, Mont., Nev., N.Mex., Utah, Wyo.)

Pacific (Calif., Oreg., Wash.)

Inquiries concerning this report should be addressed to: Director, Bureau of the Census, Washington 25, D. C.

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MONTHLY

WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE

Sinclair Weeks, Secretary

BUREAU OF THE CENSUS

Robert W. Butgess, Director

OCTOBER 1953

FOR RELEASE
DECEMBER 4, 1953

SALES AND INVENTORIES

Sales and inventory trends presented in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 4,304 wholesale establishments in various kinds of business.

SALES

October 1953 sales of merchant wholesalers showed no change from the previous month. Compared with a year ago, October sales were down 6 percent, reflecting for the first time in 1953 a decline from year-ago sales. However, cumulative sales for the first ten months of 1953 were 4 percent higher than for the same period in 1952.

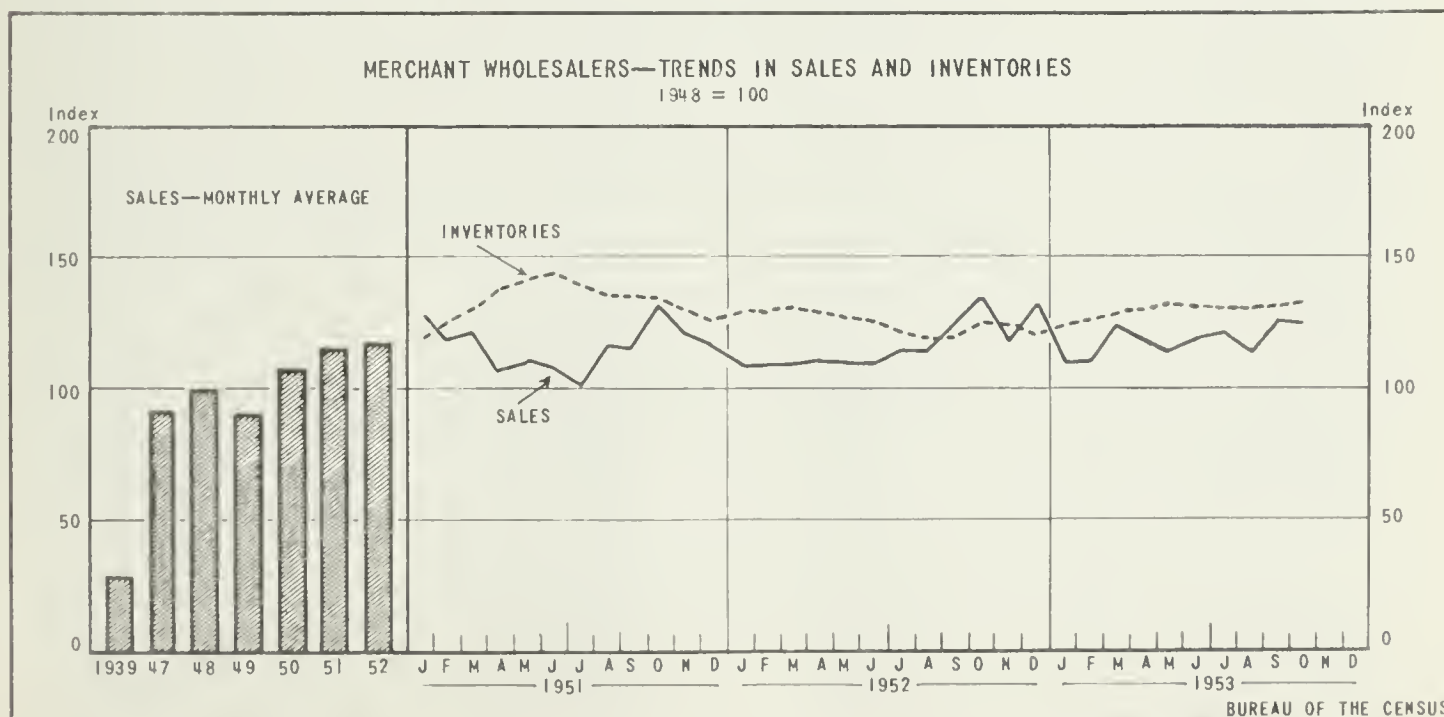
Three geographic divisions--New England and Middle Atlantic, each up 5 percent, and Pacific, up 2 percent--experienced increases in sales from September 1953. Compared with October sales a year ago, only one division, New England, reported a gain (1%). The remaining eight divisions reflected declines of from 2 to 9 percent. All divisions, however, noted cumulative nine months' sales in 1953 above those in the corresponding period of 1952.

Of the 37 kinds of business covered in this report, about the same number of trades noted sales increases over the previous month as reported declines. Sales of paint and varnish wholesalers, up 24 percent, reflected the principal gain over a month ago, while sales of beer distributors, down 21 percent, indicated the sharpest decrease. Eight trades reported increases over October 1952 sales, the largest being shown by paints and varnishes (up 10%). Twenty-six other trades, led by wholesalers of farm supplies (down 28%), indicated sales declines. Cumulative sales for the first ten months of 1953 were higher than for the same period in 1952 in 26 trades--metals again noting the largest increase (17%).

INVENTORIES

Inventories (valued at cost) of wholesalers at the end of October increased slightly (1%) over stocks on hand September 30, and were 10 percent above the inventories of October 31, 1952. Based on the reports of 3,356 establishments submitting inventory figures in conjunction with sales data, the October stock-sales ratio of 160 percent was 3 points above that reported for the previous month, but 23 points above October 1952.

By divisions, only slight changes from inventories on hand a month earlier were noted, the largest being increases of 3 percent in the South Atlantic and Mountain Divisions. However, all geographic divisions reported inventories from 6 to 14 percent higher than on hand a year ago. Appliances and specialties wholesalers, with inventories 47 percent higher than last October, continued for the fifth consecutive month to reflect the most substantial change from year-ago inventories.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

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WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

OCTOBER 1953

[Data are shown by geographic division, where possible without disclosure of individual operations.]

Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change		10 mo. 1953 from 10 mo. 1952 ²	October 1953 panel		Percent change		October 1953 panel		Oct. 1953	Oct. 1952	Sept. 1953
	Oct. 1953 from--			Number of estab- lishments reporting	Reported dollar values (add 000)	Oct. 1953 from--		Number of estab- lishments reporting	Reported dollar values (add 000)			
	Oct. 1952	Sept. 1953				Oct. 1952	Sept. 1953					
United States, total ³	-6	0	+4	4,304	\$891,280	+10	+1	3,356	\$1,186,881	160	137	157
New England.....	+1	+5	+5	261	40,536	+13	+2	188	44,611	147	130	146
Middle Atlantic.....	-5	+5	+5	745	176,025	+14	+2	569	186,649	133	112	137
East North Central.....	-2	-2	+5	823	169,578	+13	+1	672	199,531	135	116	131
West North Central.....	-7	-2	+3	542	115,474	+6	0	405	173,616	173	151	168
South Atlantic.....	-8	-6	+2	546	96,899	+13	+3	432	135,414	167	135	151
East South Central.....	-9	-4	+2	206	36,400	+13	+1	158	51,555	168	134	159
West South Central.....	-8	-1	+1	390	75,132	+9	0	313	115,932	183	155	181
Mountain.....	-7	-1	+5	172	26,548	+12	+3	143	39,208	171	143	164
Pacific.....	-6	+2	+3	568	120,488	+10	+1	425	154,805	168	144	175
Automotive supplies.....	-12	0	+3	389	21,473	+6	+2	211	18,671	248	197	246
New England.....	+1	+18	+5	22	997	-4	+2	9	443	185	164	201
Middle Atlantic.....	-16	+9	+1	48	1,353	+9	+2	44	2,632	229	175	235
East North Central.....	-19	0	+3	76	4,542	+9	+3	57	6,888	246	176	243
West North Central.....	-7	-3	+2	98	5,400	+1	-1	21	1,792	251	205	235
South Atlantic.....	-13	+3	+2	18	3,025	+8	+7	11	971	241	238	275
West South Central.....	-13	+6	-2	13	1,891	+1	+3	9	1,064	239	218	228
Mountain.....	-9	-3	+14	23	636	+2	-3	19	1,184	268	247	279
Pacific.....	-7	-6	+4	88	2,982	+7	+1	41	3,697	275	240	266
Electrical group, total.....	-5	-6	+8	694	162,552	+24	+2	636	241,989	158	122	145
Full-line wholesalers.....	-4	-7	+8	463	125,492	+22	+2	455	199,729	161	126	146
New England.....	+5	0	+7	33	8,071	+10	+1	33	11,658	144	137	142
Middle Atlantic.....	-1	-8	+8	64	19,764	+15	+3	62	29,636	151	131	135
East North Central.....	+1	-8	+9	95	30,674	+29	0	94	44,268	145	114	133
West North Central.....	+2	0	+9	46	10,777	+20	+9	46	17,220	160	136	147
South Atlantic.....	-10	-16	+4	69	16,780	+21	+3	67	29,566	181	135	148
East South Central.....	-10	-12	+11	29	5,828	+48	+5	27	10,520	190	113	156
West South Central.....	-8	-12	+5	49	10,510	+22	-4	49	20,858	198	149	181
Mountain.....	-7	-3	+12	20	4,246	+32	+6	20	6,937	163	114	149
Pacific.....	-9	+1	+9	58	18,842	+20	+4	57	29,066	155	117	150
Wiring supplies, construction materials distributors.....	0	+1	+7	123	11,951	+7	0	93	13,270	139	131	141
New England.....	+10	+7	+3	13	921	-39	-39	5	233	94	159	171
Middle Atlantic.....	-5	+2	+2	27	1,315	+1	+3	21	1,888	162	153	158
East North Central.....	+6	0	+7	28	3,761	+5	-1	23	4,302	132	134	133
West North Central.....	-2	-1	+7	9	1,250	+4	-2	7	1,403	180	169	194
South Atlantic.....	-4	+8	+14	18	2,200	+15	+7	15	1,960	98	83	100
South Central.....	-10	-12	-2	12	1,338	+12	0	9	1,936	179	142	158
Mountain.....	0	+3	+4	6	411	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+11	+7	+15	10	755	+24	+2	10	1,248	165	148	172
Appliances and specialties wholesalers....	-10	-4	+8	108	25,109	+47	+1	88	28,990	149	92	142
New England.....	-3	+6	+16	15	2,619	+35	+4	12	2,240	101	72	106
Middle Atlantic.....	-15	-10	+8	21	9,150	+58	+4	17	9,348	166	93	146
East North Central.....	+4	-3	+17	16	4,071	+59	-3	11	3,826	122	74	116
West North Central.....	+15	+8	+22	11	1,777	+22	-1	9	2,513	174	157	176
South Atlantic.....	-28	-11	0	21	3,029	+53	-4	20	4,987	178	89	167
South Central.....	-20	-5	-1	11	1,471	+28	+2	9	2,577	182	112	169
Mountain.....	-22	0	+3	6	814	+25	0	6	1,639	201	125	202
Pacific.....	+19	+19	+5	7	2,178	+70	+9	4	1,855	92	65	102
Furniture and house furnishings.....	-5	+7	+4	83	17,333	+22	-4	64	24,795	166	129	186
New England.....	+1	+13	+7	5	822	+24	-10	4	1,065	138	111	168
Middle Atlantic.....	+11	+21	+2	13	3,232	+18	-11	9	3,691	154	134	210
East North Central.....	-7	+1	+5	9	2,372	+17	-1	8	3,873	179	144	182
West North Central.....	-6	+14	0	12	2,299	+15	-9	12	4,048	176	143	220
South Atlantic.....	+1	+9	+7	12	1,202	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	-8	+6	+3	11	1,942	+50	+5	11	3,896	201	123	202
Mountain.....	-11	-1	-2	7	1,124	+4	-3	5	1,846	212	184	239
Pacific.....	-10	0	+8	11	4,062	+24	-3	9	4,943	129	94	133
Hardware.....	-8	+4	+2	168	70,724	+12	-3	144	140,432	222	184	238
Middle Atlantic.....	-2	+11	+4	35	11,255	+12	-4	30	17,675	174	153	199
East North Central.....	0	+8	+9	32	16,033	+14	-6	31	25,884	167	147	191
West North Central.....	-12	+2	-1	19	12,237	0	-3	19	29,656	242	215	255
South Atlantic.....	-15	-5	-2	22	5,001	+12	0	18	10,907	252	191	240
East South Central.....	-13	-1	+1	14	4,047	+17	-1	12	9,396	263	194	261
West South Central.....	-9	-3	-1	14	5,343	+14	-1	9	8,737	258	209	253
Mountain.....	-14	+8	-4	8	2,445	+20	0	5	3,341	309	249	316
Pacific.....	-10	+2	+2	21	13,915	+21	-4	17	33,779	271	202	286
Industrial supplies.....	-2	+6	+2	138	22,011	+3	-1	111	34,272	183	172	196
New England.....	-3	+8	+1	13	1,122	+3	-1	12	2,346	224	207	242
Middle Atlantic.....	0	+7	-2	29	4,402	0	-2	22	7,169	186	189	202
East North Central.....	-4	+8	+7	20	5,139	+12	0	19	7,574	150	128	162
West North Central.....	-1	+4	+3	12	1,960	+4	-1	11	2,699	169	153	167
South Atlantic.....	+5	+7	+3	20	2,207	+5	+2	17	4,205	211	211	223
East South Central.....	+2	+11	0	7	1,495	+5	-1	7	2,471	165	161	186
West South Central.....	0	+8	+3	28	4,856	-4	-2	16	5,742	192	188	215
Pacific.....	-23	-14	-3	9	830	-3	-2	7	2,066	310	239	257
Jewelry.....	-11	+10	-3	125	8,619	+7	+2	78	14,734	238	200	261
New England.....	-8	+7	+1	7	604	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-16	+12	-9	37	2,794	-7	+3	19	3,439	219	184	228
East North Central.....	-4	+12	+5	37	2,190	+8	-7	26	4,119	214	191	260
West North Central.....	-8	+5	0	13	1,032	+8	+1	11	2,535	248	212	258
South Atlantic.....	-7	-4	-4	6	350	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	+1	+1	+9	5	204	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-14	+15	-7	17	1,422	+22	+13	10	3,580	319	243	350

See footnotes at end of table.

OCTOBER 1953

Data are shown by geographic division, where possible without disclosure of individual operations

Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change			October 1953 panel		Percent change		October 1953 panel		Oct. 1953	Oct. 1952	Sept. 1953
	Oct. 1953 from--		10 mo. 1953 from 10 mo. 1952 ²	Number of estab- lishments reporting	Reported dollar values ³ (add 000)	Oct. 1953 from--		Number of estab- lishments reporting	Reported dollar values (add 000)			
	Oct. 1952	Sept. 1953				Oct. 1952	Sept. 1953					
Lumber and building materials.....	-10	+4	+1	78	\$14,529	+10	-2	58	\$13,213	121	101	132
Middle Atlantic.....	+2	+13	+8	17	4,120	+20	+4	11	1,526	48	41	53
East North Central.....	-8	-1	+5	11	1,290	+29	+3	8	1,190	143	103	138
West North Central.....	-19	-1	-5	7	713	0	-2	4	262	56	49	58
South Atlantic.....	-9	0	-3	11	1,873	+14	+7	9	1,779	180	157	181
South Central.....	-12	-17	+5	5	910	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	-24	-1	-4	7	2,159	+8	-3	6	3,349	173	122	171
Pacific.....	-14	+14	-1	7	1,367	+22	+1	6	2,115	156	110	171
Machinery equipment, supplies (except electrical).....	-2	+4	-2	56	8,609	+3	-1	44	17,766	250	226	258
New England.....	-1	+2	+6	5	461	-4	0	4	998	303	301	299
Middle Atlantic.....	-1	+17	-2	7	1,578	+4	-1	4	1,857	126	124	151
East North Central.....	+14	+5	+3	10	1,662	+4	-2	7	1,723	176	159	166
South Atlantic.....	+27	+24	+7	9	1,417	0	-2	8	3,124	234	300	296
South Central.....	-31	-16	-12	14	1,226	+5	-5	13	6,474	538	352	481
Pacific.....	-9	+7	-11	8	997	+9	+3	5	2,112	405	281	421
Metals.....	-3	-1	+17	46	15,860	+33	+3	42	27,960	180	132	173
Paints and varnishes.....	+10	+24	+9	49	8,047	+8	-2	45	18,191	230	235	290
Plumbing and heating supplies.....	-8	0	-1	135	19,815	+4	0	114	28,672	162	142	166
New England.....	-4	+2	-3	7	412	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-9	+13	+1	31	3,009	-1	-3	24	3,683	144	131	170
East North Central.....	-3	-2	+5	18	2,033	+6	0	16	3,078	169	158	163
West North Central.....	-12	0	+4	14	1,597	+4	-2	12	2,577	176	147	180
South Atlantic.....	-8	+3	-3	39	8,974	+4	+2	39	13,397	149	132	151
East South Central.....	-13	-6	-9	10	1,882	-9	-1	9	2,833	153	145	144
Refrigeration equipment, parts (commercial)..	+8	-3	+15	76	2,142	+5	-4	66	4,165	245	249	242
Middle Atlantic.....	+2	-17	+16	14	597	+7	-8	11	893	226	210	191
East North Central.....	+18	+3	+10	18	297	+18	+8	13	709	314	326	320
West North Central.....	0	+1	+21	5	238	-16	-8	5	384	161	192	178
South Atlantic.....	+6	-1	+15	24	604	+9	-5	24	1,468	243	238	253
South Central.....	+5	+8	+12	4	169	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+33	+22	+8	10	199	-5	-5	9	398	343	409	388
Surgical, medical equipment, supplies.....	+4	+3	+5	27	5,229	+7	+2	24	6,060	123	119	124
Middle Atlantic.....	+8	+2	+11	5	993	+22	+2	4	999	112	100	109
East North Central.....	+3	-1	+2	7	2,067	+6	+4	6	2,314	120	117	115
South Atlantic.....	+4	0	+13	5	890	+13	-1	5	1,084	122	113	123
South Central.....	0	+32	-2	4	642	-5	-2	4	709	110	116	150
Beer.....	-6	-21	+1	40	1,770	+21	+4	34	956	60	48	46
Middle Atlantic.....	-22	-47	0	8	316	+82	-22	7	133	43	18	29
East North Central.....	-1	-12	+2	11	563	+4	+5	10	258	48	46	41
West North Central.....	-10	-23	-5	5	102	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	+2	-16	+4	5	405	+31	+28	4	284	77	62	51
Pacific.....	-1	-1	-5	8	338	+13	-4	7	219	70	66	79
Chemicals, industrial.....	-1	+7	+16	18	3,222	+9	+1	15	1,906	67	60	72
Clothing and furnishings (except shoes).....	-20	-5	-1	19	4,171	-4	-5	12	4,316	140	119	131
Coal.....	+1	+13	-2	21	4,203	-18	-2	19	5,308	129	159	150
Confectionery.....	-3	+8	+1	38	1,420	+3	0	21	770	108	99	113
Middle Atlantic.....	-8	-3	+1	7	307	0	+8	4	202	140	114	107
East North Central.....	+3	+7	+7	4	131	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	-6	+1	+4	9	199	+19	+16	5	129	102	79	90
East South Central.....	-9	+12	-3	9	275	+10	+3	4	34	77	62	73
Dairy and poultry products.....	-7	+2	+5	19	4,524	-10	-9	12	1,662	46	50	51
Drugs and sundries (liquor excluded).....	0	+1	+5	207	70,744	+8	+2	164	108,788	189	174	186
New England.....	+2	+2	+4	11	2,969	+12	+3	9	4,445	201	182	200
Middle Atlantic.....	+4	+4	+5	28	12,293	+11	+2	20	13,254	167	160	169
East North Central.....	+2	+1	+6	27	12,373	+13	+4	21	16,168	168	148	162
West North Central.....	-4	-2	+3	18	6,643	+12	+5	15	10,952	195	166	179
South Atlantic.....	+3	+2	+5	31	7,983	+10	+3	22	12,220	201	187	202
East South Central.....	-3	+2	+3	17	4,066	+9	+1	13	6,669	199	178	201
West South Central.....	-5	-6	+4	34	9,299	+1	+2	29	18,054	232	215	212
Mountain.....	-5	+1	+3	13	2,441	0	+1	11	5,253	227	215	224
Pacific.....	+1	+4	+7	28	12,677	+7	+1	24	21,773	174	163	179
Dry goods.....	-14	-10	+3	164	44,491	+12	-4	130	74,127	198	151	184
New England.....	-21	-9	-4	7	850	+11	-4	7	1,225	144	103	137
Middle Atlantic.....	-20	+2	+2	44	6,035	+19	-4	31	8,648	224	153	231
East North Central.....	-5	-8	+10	14	5,472	+13	-5	14	6,594	121	101	117
West North Central.....	-19	-16	+3	20	14,379	+11	-4	18	35,077	245	179	214
South Atlantic.....	-13	-10	0	22	5,430	+10	-7	16	7,677	158	126	153
East South Central.....	-13	-12	+1	15	2,300	+21	-9	10	3,626	203	149	196
West South Central.....	-17	-12	-4	13	3,082	+13	+1	12	5,128	171	127	151
Mountain.....	-14	-7	-2	6	555	+7	0	5	1,442	290	233	267
Pacific.....	-2	-5	+9	23	6,388	+7	-6	17	4,710	166	154	174
Farm supplies.....	-28	-2	-16	19	2,241	-22	-9	11	911	59	65	68
Fresh fruits and vegetables.....	-9	-4	-6	63	5,526	-14	+22	43	774	77	71	72
New England.....	-21	-13	-15	7	299	-12	+9	6	58	30	25	33
Middle Atlantic.....	-4	-7	-6	19	1,504	-37	+2	12	214	30	39	45
East North Central.....	-10	+2	-2	12	1,211	-34	+11	7	39	14	17	17
West North Central.....	-18	-21	-9	7	571	-9	+25	7	265	46	42	29
South Atlantic.....	-4	+2	-7	5	306	-18	+27	4	80	28	34	23
East South Central.....	-11	+6	-10	5	304	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-7	+5	-5	5	1,084	+6	+60	4	232	23	20	15

See footnotes at end of table.

Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)					
	Percent change		October 1953 panel			Percent change		October 1953 panel		Oct. 1953	Oct. 1952	Sept. 1953			
	Oct. 1953 from--		Number of estab- lishments reporting	Reported dollar values (add 000)	Oct. 1953 from--	Oct. 1953 from--	Number of estab- lishments reporting	Reported dollar values (add 000)							
	Oct. 1952	Sept. 1953													
Groceries, total.....	-3	0	+2	848	\$153,269	-2	+4	686	\$144,997	122	121	118			
Non-affiliated full-line wholesalers ⁴	-8	-2	-1	552	59,797	-5	+4	461	63,030	127	123	121			
New England.....	+1	+4	+4	7	1,809	+8	+5	6	2,662	155	145	153			
Middle Atlantic.....	-3	-5	+6	18	3,634	+13	+6	12	4,387	139	121	127			
East North Central.....	-2	-1	-2	133	11,319	-3	+2	126	12,285	120	119	116			
West North Central.....	-15	-8	-1	63	7,227	-5	+2	50	7,953	140	121	123			
South Atlantic.....	-2	-2	+1	65	8,376	+2	+7	36	7,455	135	131	123			
East South Central.....	-6	0	-4	37	4,510	-11	+5	28	4,238	123	128	117			
West South Central.....	-9	-1	-1	98	13,209	-9	+2	77	13,209	124	124	122			
Mountain.....	-13	-5	-1	23	2,539	0	+9	21	3,472	146	127	127			
Pacific.....	-17	0	-7	108	7,174	-20	+3	105	7,369	111	113	109			
Voluntary-group wholesalers.....	0	+1	+4	186	63,529	+1	+4	143	58,136	123	121	116			
New England.....	+5	+6	+5	9	4,055	+1	+2	8	2,436	114	109	110			
Middle Atlantic.....	-8	-1	+1	32	12,150	-3	+7	22	8,147	138	136	128			
East North Central.....	+9	+1	+8	41	11,355	+8	+11	29	9,922	107	109	97			
West North Central.....	-2	-3	+5	61	20,942	-2	-1	61	26,035	124	124	122			
South Atlantic.....	+5	+5	+3	12	3,306	+6	+4	6	2,090	117	114	114			
Pacific.....	+4	+12	+3	24	6,965	+16	+22	10	3,193	124	106	106			
Retailer-cooperative warehouses.....	+4	-8	+9	18	12,071	+7	+4	12	6,317	95	91	91			
Specialty lines wholesalers.....	-1	+16	+5	92	17,872	-5	+4	70	17,514	117	126	133			
New England.....	-18	-21	-5	4	82	(x)	(x)	(x)	(x)	(x)	(x)	(x)			
Middle Atlantic.....	-2	+18	+6	27	4,945	+1	-2	16	3,836	86	84	104			
East North Central.....	-10	+23	-6	9	838	+18	+5	6	372	76	65	76			
South Atlantic.....	+3	+13	+3	14	1,566	+13	+4	10	1,220	85	78	85			
East South Central.....	-10	0	-4	5	617	(x)	(x)	(x)	(x)	(x)	(x)	(x)			
West South Central.....	+7	+9	+11	5	435	(x)	(x)	(x)	(x)	(x)	(x)	(x)			
Pacific.....	-5	+20	+1	26	7,737	-14	+6	23	9,981	161	185	193			
Leather and shoe findings.....	-14	-7	-4	24	479	+3	0	11	1,025	448	361	423			
Middle Atlantic.....	-4	+8	-3	5	43	(x)	(x)	(x)	(x)	(x)	(x)	(x)			
East North Central.....	-7	-9	0	4	93	(x)	(x)	(x)	(x)	(x)	(x)	(x)			
West North Central.....	-29	-10	-14	4	47	(x)	(x)	(x)	(x)	(x)	(x)	(x)			
Pacific.....	-15	-14	-6	6	217	(x)	(x)	(x)	(x)	(x)	(x)	(x)			
Meats and meat products.....	-21	-11	-8	40	20,546										

Mountain (Ariz., Colo., Idaho,
Pacific (Calif., Oreg., Wash.)

Inquiries concerning this report should be addressed to: Director, Bureau of the Census, Washington 25, D. C.

WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE

Sinclair Weeks, Secretary

BUREAU OF THE CENSUS

Robert W. Burgess, Director

NOVEMBER 1953

FOR RELEASE
JANUARY 7, 1954

SALES AND INVENTORIES

Sales and inventory trends presented in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 4,298 wholesale establishments in various kinds of business.

SALES

November 1953 sales of merchant wholesalers were down 6 percent from the previous month but were up 1 percent above a year ago. Cumulative sales for the first eleven months of 1953 were 3 percent higher than for the same period in 1952.

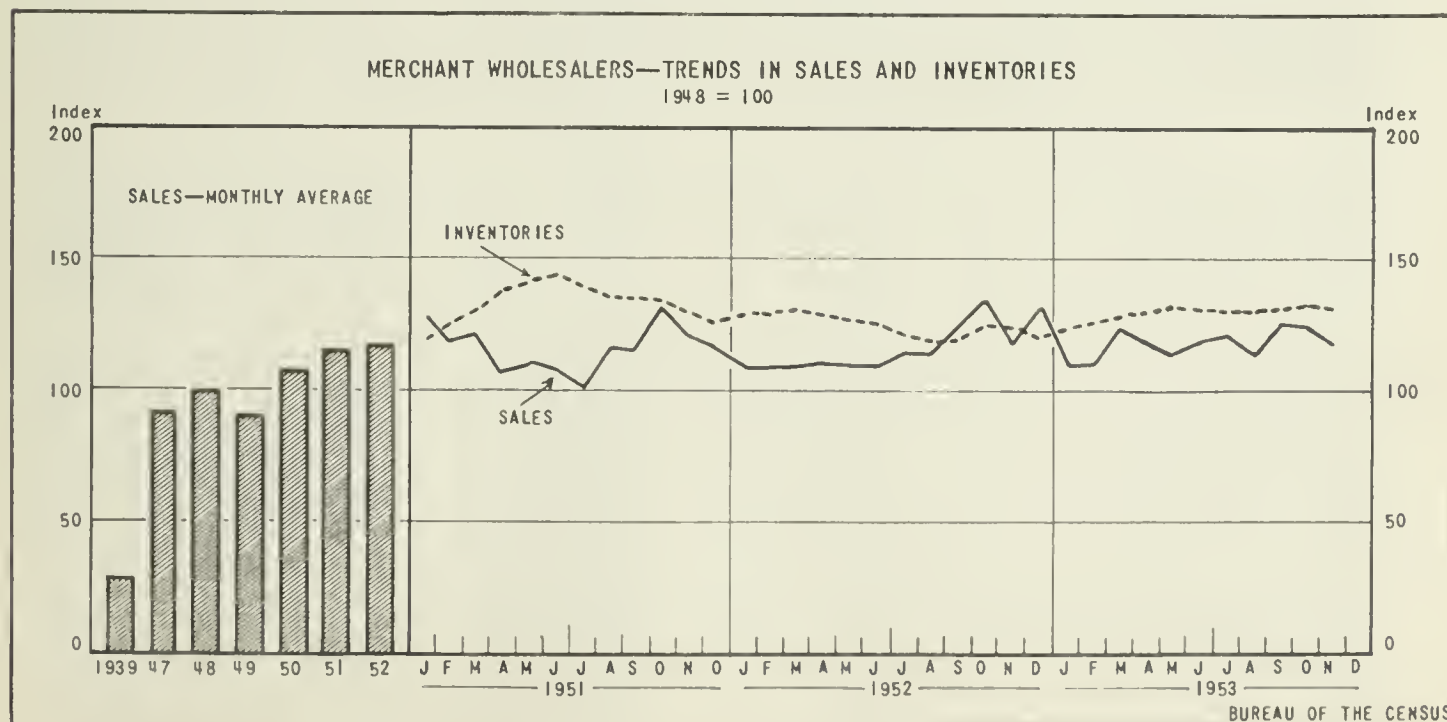
All geographic divisions experienced decreases in sales from October 1953, with New England and East South Central sharing the principal decline (8%). Compared with November sales a year ago, four divisions reported gains of 1 to 7 percent, three divisions reflected small declines, while two divisions--South Atlantic and East South Central--indicated no change. With the exception of one--West South Central, which showed no change--all divisions noted cumulative eleven months' sales in 1953 above those in the corresponding period of 1952.

Of the 37 kinds of business covered in this report, 4 trades experienced moderate sales increases over the previous month. Thirty-two others, led by wholesalers of paints and varnishes (down 30%), indicated sales declines, while one trade, electrical full-line wholesalers, remained at about the same level as a month earlier. Increases above November 1952 sales were reported by 14 trades, the largest gain being shown by grocery retailer-cooperative warehouses (18%). Twenty-two other trades registered declines, the most substantial decrease (14%) being shown by paints and varnishes and shoes and other footwear. Cumulative sales for the first eleven months of 1953 were higher than for the same period in 1952 in 25 trades--metals still noting the largest increase (16%).

INVENTORIES

Inventories (valued at cost) of wholesalers at the end of November were down slightly (1%) as compared with stocks on hand October 31, but were 7 percent above inventories of November 30, 1952. Based on the reports of 3,338 establishments submitting inventory figures in conjunction with sales data, the November stock-sales ratio of 167 percent was 7 points above that reported for the previous month, and 10 points above that reported for November 1952.

All geographic divisions reflected smaller inventories on hand than a month earlier. However, all but one geographic division--the West South Central (no change)--noted inventories 4 to 11 percent higher than a year ago. Appliances and specialties wholesalers, with inventories 29 percent higher than last November, continued to reflect the most substantial change from year-ago inventories.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

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WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

NOVEMBER 1953

[Data are shown by geographic division, where possible without disclosure of individual operations]

Data are shown by geographic division, where possible without disclosure of individual operations												
Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change		November 1953 panel			Percent change		November 1953 panel				
	Nov. 1953 from--		Number of estab- lishments reporting	Reported dollar values (add 000)	Nov. 1953 from--		Number of estab- lishments reporting	Reported dollar values (add 000)	Nov. 1953	Nov. 1952	Oct. 1953	
	Nov. 1952	Oct. 1953			Nov. 1952	Oct. 1953						
United States, total ³	+1	-6	+3	4,298	\$838,082	+7	-1	3,338	\$1,168,294	167	157	160
New England.....	+3	-8	+5	257	38,168	+7	-3	181	43,076	155	149	147
Middle Atlantic.....	+1	-6	+5	743	169,239	+9	-1	560	192,380	141	133	131
East North Central.....	+7	-6	+6	840	162,648	+9	-2	673	197,512	142	138	137
West North Central.....	+1	-7	+2	545	106,410	+5	-2	411	169,708	182	177	173
South Atlantic.....	0	-4	+2	530	91,222	+10	-1	420	129,777	168	152	165
East South Central.....	0	-8	+1	209	32,970	+4	-4	165	48,916	175	167	168
West South Central.....	-2	-2	0	390	71,932	0	-4	309	109,783	181	175	187
Mountain.....	-1	-7	+5	168	25,478	+11	-3	140	39,564	177	161	170
Pacific.....	-3	-5	+3	565	112,834	+5	-2	428	149,220	174	160	169
Automotive supplies.....	-6	-14	+2	399	18,464	+3	-1	220	18,828	262	249	254
New England.....	-3	-33	+4	21	670	-11	-4	9	424	221	252	185
Middle Atlantic.....	+13	+6	+2	49	1,347	+8	+4	40	2,346	219	232	223
East North Central.....	-4	-6	+2	75	4,056	+3	-4	57	6,337	233	214	252
West North Central.....	-3	-17	+2	107	4,637	+3	+2	30	2,263	305	279	255
South Atlantic.....	-16	-23	+1	20	2,380	0	-2	13	1,115	250	282	235
West South Central.....	-13	-28	-2	12	1,441	-2	+1	7	1,435	350	346	272
Mountain.....	-2	-1	+13	24	700	+3	-1	20	1,423	300	271	282
Pacific.....	-6	-5	+3	88	2,757	+4	-3	41	3,423	312	272	282
Electrical group, total.....	+3	-2	+7	703	159,083	+12	-6	646	228,735	152	140	158
Full-line wholesalers.....	+5	0	+8	462	125,023	+10	-7	454	186,259	150	144	161
New England.....	+6	-12	+7	33	7,071	+7	-3	33	11,294	160	158	144
Middle Atlantic.....	-3	-7	+7	63	18,161	+8	-6	61	27,718	154	139	151
East North Central.....	+13	+4	+10	96	31,721	+16	8	95	40,509	128	125	145
West North Central.....	+13	0	+10	45	10,733	+9	-4	45	16,148	150	157	160
South Atlantic.....	+8	+3	+4	68	17,151	+14	-4	66	28,140	169	160	181
East South Central.....	-7	-11	+9	29	5,201	+24	-5	27	9,973	201	149	190
West South Central.....	+1	+3	+5	49	10,848	+3	-7	49	19,501	180	176	198
Mountain.....	+14	+10	+12	20	4,660	+11	-12	20	6,090	131	135	163
Pacific.....	0	+3	+8	59	19,477	+2	-8	58	26,886	139	135	155
Wiring supplies, construction materials distributors.....	+1	-9	+6	129	11,721	+8	0	97	14,078	153	144	139
New England.....	+18	-1	+4	13	794	-1	0	5	368	153	182	149
Middle Atlantic.....	0	-14	+2	25	990	+4	-1	20	1,712	187	182	163
East North Central.....	-4	-15	+6	32	4,000	+5	0	26	4,715	149	137	124
West North Central.....	+6	-1	+7	11	1,264	-1	-5	9	1,494	182	197	196
South Atlantic.....	+3	-13	+13	18	2,074	+23	+3	15	2,244	119	99	101
South Central.....	-2	+1	-2	12	1,353	+14	+2	9	1,978	181	157	179
Mountain.....	-4	+6	+3	6	437	-11	-8	(x)	(x)	(x)	(x)	(x)
Pacific.....	+13	+3	+15	12	809	+15	0	11	1,290	161	159	165
Appliances and specialties wholesalers.....	-11	-10	+6	112	22,339	+29	-5	95	28,398	158	114	148
New England.....	-7	-18	+14	12	1,862	-3	-12	11	1,893	106	104	99
Middle Atlantic.....	-12	-4	+5	26	9,286	+28	-13	21	8,450	150	112	161
East North Central.....	-14	-20	+14	13	2,565	+38	-3	9	3,554	157	95	125
West North Central.....	+24	+3	+22	13	1,882	+23	-3	12	2,811	151	154	162
South Atlantic.....	-14	-14	-1	20	2,511	+39	-8	19	4,067	173	111	165
South Central.....	-28	-14	-3	10	1,243	+18	-2	8	2,501	210	127	185
Mountain.....	-19	-5	+1	6	770	+17	0	6	1,631	212	147	201
Pacific.....	-6	-13	+4	12	2,220	+56	+23	9	3,491	169	102	118
Furniture and house furnishings.....	-3	-15	+3	85	14,978	+11	-6	66	23,375	186	161	167
New England.....	0	-15	+6	5	880	+17	0	4	1,068	160	136	138
Middle Atlantic.....	+3	-22	+2	14	2,688	+9	-14	10	3,556	185	166	159
East North Central.....	-5	-12	+4	10	2,072	+5	-5	9	3,689	198	180	182
West North Central.....	-7	-21	-1	13	1,846	+7	-5	13	3,897	211	184	175
South Atlantic.....	+2	-14	+6	11	916	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	+4	+2	+3	11	1,989	+31	-8	11	3,576	180	143	201
Mountain.....	-15	-6	-3	7	1,056	-3	-3	5	1,787	233	214	212
Pacific.....	-5	-19	+6	11	3,297	+13	-4	9	4,752	154	130	129
Hardware.....	-1	-13	+2	161	60,691	+6	-5	137	130,858	246	228	226
Middle Atlantic.....	+2	-18	+4	33	8,667	+4	0	28	16,324	211	206	171
East North Central.....	+8	-14	+9	33	14,081	+9	-8	30	24,173	190	187	180
West North Central.....	-9	-17	-2	19	10,144	-3	-6	19	27,872	275	25	243
South Atlantic.....	+1	-7	-1	18	4,291	+9	-1	16	10,452	270	248	252
East South Central.....	+12	+3	+2	12	3,934	+1	-10	11	8,154	228	257	262
West South Central.....	-3	-5	-1	14	4,914	+7	-5	8	7,762	258	230	258
Mountain.....	-10	-21	-4	8	1,939	+12	-6	5	3,135	376	301	309
Pacific.....	-8	-11	+1	21	12,358	+14	-5	17	31,981	291	236	272
Industrial supplies.....	0	-11	+2	136	19,600	+4	0	112	33,728	197	188	177
New England.....	+8	-9	+2	15	1,237	+3	0	14	2,762	237	254	228
Middle Atlantic.....	+2	-9	-2	27	3,464	-4	-2	21	5,896	191	204	172
East North Central.....	+4	-13	+7	20	4,965	+12	-2	19	8,223	169	156	144
West North Central.....	+2	-13	+3	12	1,701	+5	+1	11	2,723	184	185	188
South Atlantic.....	-1	-13	+3	19	1,668	+17	-1	15	3,445	235	198	207
East South Central.....	+5	-10	+1	8	1,555	-1	0	8	2,980	192	203	161
West South Central.....	-7	-13	+2	28	4,238	+2	+2	18	6,050	222	186	193
Mountain.....	-16	+4	-4	7	772	-7	+2	6	1,649	225	202	233
Pacific.....												
Jewelry.....	-12	-6	-4	124	8,158	+5	-7	75	13,789	227	192	234
New England.....	-15	-13	-1	8	533	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-16	-10	-10	35	2,418	-4	-3	17	2,856	200	175	200
East North Central.....	-8	-9	+3	39	2,227	+12	-3	28	4,772	237	196	205
West North Central.....	+1	+6	0	12	970	+11	-4	10	2,198	230	210	256
South Atlantic.....	-3	-3	-4	6	338	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East South Central.....	-5	+8	+10	4	110	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-21	-3	-9	17	1,392	+2	-20	11	2,972	244	197	322

See footnotes at end of table.

WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

NOVEMBER 1953

[Data are shown by geographic division, where possible without disclosure of individual operations]

Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change		November 1953 panel			Percent change Nov. 1953 from--		November 1953 panel		Nov. 1953	Nov. 1952	Oct. 1952
	Nov. 1953 from--		Number of estab- lishments reporting	Reported dollar values (add 000)	Nov. 1953 from--		Number of estab- lishments reporting	Reported dollar values (add 000)				
	Nov. 1952	Oct. 1953			Nov. 1952	Oct. 1953						
Lumber and building materials.....	-5	-17	0	79	\$12,625	+8	+1	57	\$13,311	153	132	122
Middle Atlantic.....	0	-23	+7	19	3,368	+20	+5	11	1,609	67	59	48
East North Central.....	-3	-21	+4	12	1,399	+35	-2	8	1,163	181	118	143
West North Central.....	+4	-7	-4	7	664	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	-1	-15	-2	11	1,590	+8	-6	9	1,667	204	177	180
South Central.....	+4	+1	+5	4	914	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	-26	-20	-6	7	1,738	+4	+1	6	3,375	217	155	173
Pacific.....	+3	-12	0	6	1,194	+16	+3	6	2,189	183	162	156
Machinery equipment, supplies (except electrical).....	-1	-6	-2	54	7,778	+2	+1	49	17,186	269	250	248
New England.....	+11	-6	+6	5	432	-4	-2	4	978	302	361	303
Middle Atlantic.....	+3	-14	-1	7	1,328	+1	-4	5	1,797	139	143	125
East North Central.....	+8	+8	+4	10	2,024	+7	+4	8	2,016	172	165	162
South Atlantic.....	0	-20	+6	7	711	+2	+2	6	2,097	325	320	257
South Central.....	-7	-15	-12	14	1,042	0	+1	13	6,545	645	596	538
Pacific.....	-11	-12	-11	8	874	+8	-1	6	2,229	385	249	390
Metals.....	+6	-5	+16	46	14,797	+27	-1	42	26,513	182	153	175
Paints and varnishes.....	-14	-30	+7	46	5,616	+6	-2	42	17,598	321	256	230
Plumbing and heating supplies.....	-3	-13	-1	138	16,746	-1	-3	117	27,143	182	177	163
New England.....	+7	-10	-2	7	370	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-6	-21	0	30	2,330	+2	0	23	3,538	175	168	143
East North Central.....	+14	-11	+6	21	1,853	-1	-3	19	3,385	205	232	186
West North Central.....	+3	-11	+4	16	1,787	+4	-2	14	3,176	189	186	173
South Atlantic.....	-4	-12	-3	38	7,192	-3	-5	38	11,265	157	154	145
East South Central.....	-11	-20	-9	10	1,503	-7	-2	9	2,777	188	177	153
Pacific.....	+4	-10	+8	4	938	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Refrigeration equipment, parts (commercial). Middle Atlantic.....	+11	-17	+14	83	1,871	-2	-3	72	4,350	296	325	251
East North Central.....	+26	-7	+16	15	642	-1	+3	12	1,007	222	290	201
West North Central.....	+13	-13	+10	17	175	+7	-2	12	561	492	494	442
South Atlantic.....	+24	-14	+21	5	204	-8	+5	5	405	199	268	161
South Central.....	-8	-25	+13	24	456	+1	-5	24	1,392	305	277	243
Pacific.....	-2	-26	+12	5	120	-32	-29	4	146	243	345	273
Surgical, medical equipment, supplies.....	+7	-27	+8	15	218	+1	-5	14	748	499	472	366
Surgical, medical equipment, supplies.....	+5	-10	+5	35	5,292	+7	+2	28	6,943	145	144	127
Middle Atlantic.....	+20	+1	+12	7	1,087	+14	-3	4	911	104	115	110
East North Central.....	+3	-12	+2	11	2,247	+7	+6	8	3,048	152	146	127
South Atlantic.....	+2	-11	+12	6	850	+12	-1	6	1,175	138	126	123
South Central.....	-8	-26	-1	4	473	-2	+3	4	732	155	145	110
Beer.....	-5	-14	+1	36	1,418	+12	-12	29	756	60	51	58
Middle Atlantic.....	-13	+3	-1	7	304	+35	-17	6	104	35	22	43
East North Central.....	+3	-9	+2	11	510	+15	-2	10	254	52	47	48
West North Central.....	+6	-8	-4	5	94	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	-11	-25	+3	4	299	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-6	-28	-5	6	176	-16	-16	5	114	79	90	63
Chemicals, industrial.....	+1	-6	+14	19	3,031	+9	-2	15	1,865	71	64	67
Clothing and furnishings (except shoes).....	-12	-18	-2	18	3,396	+10	-7	12	4,003	164	135	140
Coal.....	-6	-2	-3	20	3,925	-5	+14	18	5,640	147	144	127
Confectionery.....	+1	-6	+1	37	1,272	+3	-1	21	734	118	114	108
Middle Atlantic.....	+5	+6	+1	6	295	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	+1	-2	+6	4	129	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	-4	-8	+3	9	184	+7	-11	5	115	99	89	102
East South Central.....	-1	-7	-3	10	260	0	-5	5	35	78	73	77
Dairy and poultry products.....	-3	+4	+4	25	7,632	-20	-14	18	2,449	38	48	45
Drugs and sundries (liquor excluded).....	+6	-6	+5	204	65,857	+6	-5	159	102,170	192	191	189
New England.....	+7	-7	+4	11	2,655	+13	-6	8	3,893	204	189	198
Middle Atlantic.....	+4	-9	+5	25	10,544	+7	-5	17	11,363	173	169	164
East North Central.....	+9	-5	+7	26	11,244	+8	-4	20	14,873	175	172	171
West North Central.....	+4	-6	+3	17	5,873	+4	-10	14	9,136	186	185	193
South Atlantic.....	+5	-1	+5	30	7,800	+8	-5	22	11,941	199	189	202
East South Central.....	+3	-3	+3	17	3,948	+4	-5	13	6,311	194	196	199
West South Central.....	+7	-2	+4	34	8,622	-4	-6	27	15,927	223	246	234
Mountain.....	+16	-10	+4	16	3,605	+22	+1	14	7,929	227	216	203
Pacific.....	+4	-9	+7	28	11,566	+5	-4	24	20,797	182	181	174
Dry goods.....	-4	-15	+3	156	37,612	+8	-6	129	69,749	222	202	199
New England.....	-3	-1	-4	5	587	-3	-11	5	639	109	109	121
Middle Atlantic.....	-7	-1	+1	45	6,380	+13	-9	33	8,728	231	195	219
East North Central.....	-2	-21	+9	14	4,324	+4	0	14	6,808	157	148	124
West North Central.....	+1	-16	+3	17	11,891	+6	-7	16	32,217	273	259	245
South Atlantic.....	-4	-15	-1	21	4,679	+4	-10	16	7,242	171	157	160
East South Central.....	-2	-17	+1	13	1,660	+20	-14	9	2,818	233	184	216
West South Central.....	-9	-19	-5	14	2,512	+2	-9	14	4,815	192	172	172
Mountain.....	-16	-11	-4	6	476	+6	-8	5	1,321	295	236	290
Pacific.....	-12	-20	+7	21	5,083	+19	+10	17	5,161	208	175	166
Farm supplies.....	-5	+5	-15	19	2,330	-18	-1	9	642	52	60	51
Fresh fruits and vegetables.....	-3	+2	-5	58	5,315	-14	+23	36	973	30	33	46
New England.....	-16	-7	-15	7	279	+3	+11	5	63	51	41	44
Middle Atlantic.....	-2	-13	-6	15	986	-43	+15	8	30	9	13	8
East North Central.....	-4	+18	-2	13	1,579	-58	+34	7	47	9	19	10
West North Central.....	+11	+19	-7	7	682	-12	+6	7	281	41	5	46
South Atlantic.....	-22	-14	-8	5	262	-22	+13	4	90	37	38	28
East South Central.....	-13	-13	-11	5	264	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-8	-5	-5	4	945	(x)	(x)	(x)	(x)	(x)	(x)	(x)

See footnotes at end of table.

WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

NOVEMBER 1953

[Data are shown by geographic division, where possible without disclosure of individual operations]

Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change		November 1953 panel		Reported dollar values (add 000)	Percent change		November 1953 panel		Nov. 1953	Nov. 1952	Oct. 1953
	Nov. 1953 from--		Number of estab- lishments reporting	Nov. 1953 from--		Number of estab- lishmenta reporting	Reported dollar values (add 000)					
	Nov. 1952	Oct. 1953										
Groceries, total.....	+3	-6	+2	848	\$145,373	-3	-1	678	\$143,408	129	135	123
Nonaffiliated full-line wholesalers ⁴	-1	-8	-1	551	55,430	-8	-3	454	60,068	135	142	129
New England.....	+2	-5	+4	7	1,711	+1	-4	6	2,553	156	158	155
Middle Atlantic.....	+8	-9	+6	18	3,202	+12	-3	11	4,024	153	149	141
East North Central.....	+7	-9	-1	135	10,428	-6	-1	121	11,459	143	157	128
West North Central.....	-5	-8	-2	60	6,746	-6	-5	47	7,567	140	139	137
South Atlantic.....	+1	-5	+1	64	7,795	-2	-2	36	7,203	136	141	134
East South Central.....	-1	-11	-4	38	3,701	-8	+2	30	4,239	141	150	122
West South Central.....	-4	-7	-1	100	12,848	-12	-7	77	12,272	123	131	124
Mountain.....	-10	-10	-2	22	2,235	-4	-3	21	3,377	158	148	146
Pacific.....	-8	-5	-7	107	6,764	-21	0	105	7,374	117	135	111
Voluntary-group wholesalers.....	+6	-5	+5	185	60,639	+2	+1	142	58,824	128	132	122
New England.....	+8	-4	+5	9	3,938	+3	+2	7	2,168	122	130	113
Middle Atlantic.....	+3	-3	+1	29	11,116	+2	+4	21	8,630	141	145	132
East North Central.....	+11	-3	+8	42	11,545	+5	0	29	9,905	109	116	107
West North Central.....	+3	-3	+5	59	20,281	+1	+2	59	26,599	131	134	124
South Atlantic.....	+9	-8	+4	12	3,039	+1	-1	6	2,075	124	141	117
East South Central.....	-6	-10	-4	5	691	-6	+4	5	977	141	141	123
Pacific.....	+8	-15	+3	24	5,896	+13	+2	10	3,261	138	131	124
Retailer-cooperative warehouses.....	+18	-2	+10	19	11,969	+9	+3	12	6,527	103	114	95
Specialty lines wholesalers.....	-2	-5	+4	93	17,335	-7	0	70	17,989	124	132	118
New England.....	-12	-5	-6	4	168	-19	+1	4	76	45	49	42
Middle Atlantic.....	+7	-21	+6	19	3,708	-11	+5	13	3,745	116	142	84
East North Central.....	+24	-6	-4	10	801	+10	-2	7	367	74	81	75
South Atlantic.....	-8	-11	+1	16	1,864	-1	+9	11	2,185	129	119	106
East South Central.....	+5	+13	-3	5	695	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	+2	-10	+10	5	391	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-12	+3	-1	27	8,041	-13	-4	23	9,559	147	148	161
Leather and shoe findings.....	-4	-6	-4	26	519	+4	-3	13	1,108	393	360	378
Middle Atlantic.....	-10	-16	-4	5	36	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	+14	+3	+1	4	96	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central.....	-2	+9	-13	4	51	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-9	-5	-6	8	275	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products.....	-1	-7	-8	37	17,650	+4	+13	32	6,799	44	42	37
Middle Atlantic.....	-4	-4	-6	9	3,255	-8	+1	9	1,629	50	52	48
East North Central.....	+2	-4	-9	13	8,059	+12	+28	12	3,611	47	43	36
Pacific.....	-4	-12	-16	5	3,391	-7	+1	4	636	30	32	28
Paper and its products.....	+8	-8	+6	59	9,983	+3	0	40	9,623	134	141	122
New England.....	+10	-7	+4	5	311	-10	-3	4	333	181	222	181
Middle Atlantic.....	+5	-9	+6	14	2,833	+9	-4	8	1,656	91	93	88
East North Central.....	+10	-8	+7	18	3,812	+5	+2	13	3,357	107	109	93
South Atlantic.....	+18	-4	+8	6	861	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	+5	-1	+3	5	475	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+2	-16	+5	7	1,299	+2	+2	6	2,595	250	256	202
Petroleum.....	+10	-5	+4	29	5,759	0	-13	28	5,224	91	100	100
Shoes and other footwear.....	-14	-20	+1	31	21,518	+17	+5	28	75,094	354	260	271
Tobacco products.....	+3	-6	+2	269	40,451	+9	+10	160	19,939	74	69	63
New England.....	+2	-4	+2	32	2,939	+17	+7	11	543	65	55	65
Middle Atlantic.....	+4	-7	+3	54	13,140	+4	+22	34	8,848	85	84	64
East North Central.....	+9	-5	+4	63	8,381	+14	+2	35	3,028	68	63	63
West North Central.....	+1	-5	-2	41	4,999	+6	+5	34	2,721	65	63	61
South Atlantic.....	-1	-4	+1	24	5,179	+19	0	18	3,001	71	58	67
East South Central.....	-5	-5	-1	14	1,657	+10	-3	9	768	57	47	56
West South Central.....	-8	-7	-3	22	1,810	+1	0	9	492	63	55	60
Mountain.....	-4	-9	-2	8	442	+18	-1	6	320	77	63	71
Pacific.....	+8	-4	+2	11	1,904	-4	+2	4	218	66	64	57
Wines and spirits ⁵	+4	+7	+5	283	114,027	+11	+11	236	145,493	151	140	145
New England.....	+5	+1	+7	21	6,344	+11	+6	15	3,918	108	101	105
Middle Atlantic.....	+6	+5	+9	48	36,143	+13	+13	45	46,945	140	131	131
East North Central.....	+18	+1	+12	41	15,616	+17	+8	31	20,320	148	152	141
West North Central.....	-3	+10	-1	36	10,250	+22	+17	31	14,057	182	146	179
South Atlantic.....	-2	+15	+2	42	14,286	+9	+11	40	20,951	153	135	157
East South Central.....	+5	+10	-1	12	2,671	-6	+7	10	4,710	207	234	214
West South Central.....	-5	+7	-3	35	12,066	+1	+4	33	17,964	150	142	155
Mountain.....	+9	-13	+15	11	1,851	+20	+14	9	2,072	149	135	110
Pacific.....	+1	+10	+3	37	14,800	+9	+14	22	14,556	171	148	151
Miscellaneous.....	-5	-15	0	36	6,282	+17	+3	23	10,351	252	203	211

x Insufficient data to show separately.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the mark-up of sales, which varies from trade to trade.² Includes reports received too late for inclusion in previous monthly trends.³ The United States total and totals for some trades include a number of establishments not assigned to a geographic division.⁴ Not affiliated with voluntary or cooperative groups.⁵ Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

Note: Percentage changes are computed on an unweighted basis by summarizing all reports received in time for tabulation. Since coverage varies by kind of business and geographic division depending upon participation of wholesalers in the reporting service, data shown may not necessarily represent trends of all wholesalers. They do reflect, however, the experience of those wholesalers submitting data in each of the periods for which comparisons are made.

States comprising geographic divisions

New England (Conn., Maine, Mass., N.H., R.I., Vt.)

Middle Atlantic (N.J., N.Y., Pa.)

East North Central (Ill., Ind., Mich., Ohio, Wis.)

West North Central (Iowa, Kans., Minn., Mo., Nebr., N.Dak., S.Dak.)

South Atlantic (Del., Fla., Ga., D.C., Md., N.C., S.C., Va., W.Va.)

East South Central (Ala., Ky., Miss., Tenn.)

West South Central (Ark., La., Okla., Tex.)

South Central - East South Central and West South Central combined.

Mountain (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)

Pacific (Calif., Oreg., Wash.)

Inquiries concerning this report should be addressed to: Director, Bureau of the Census, Washington, 25, D. C.

Ref.

WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE

Sinclair Weeks, Secretary

BUREAU OF THE CENSUS

Robert W. Burgess, Director

DECEMBER 1953

FOR RELEASE
FEBRUARY 5, 1954

SALES AND INVENTORIES

Sales and inventory trends presented in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 4,254 wholesale establishments in various kinds of business.

SALES

December 1953 sales of merchant wholesalers were up 12 percent over the previous month and 1 percent over a year ago. Sales for the entire year 1953 were 3 percent higher than for 1952.

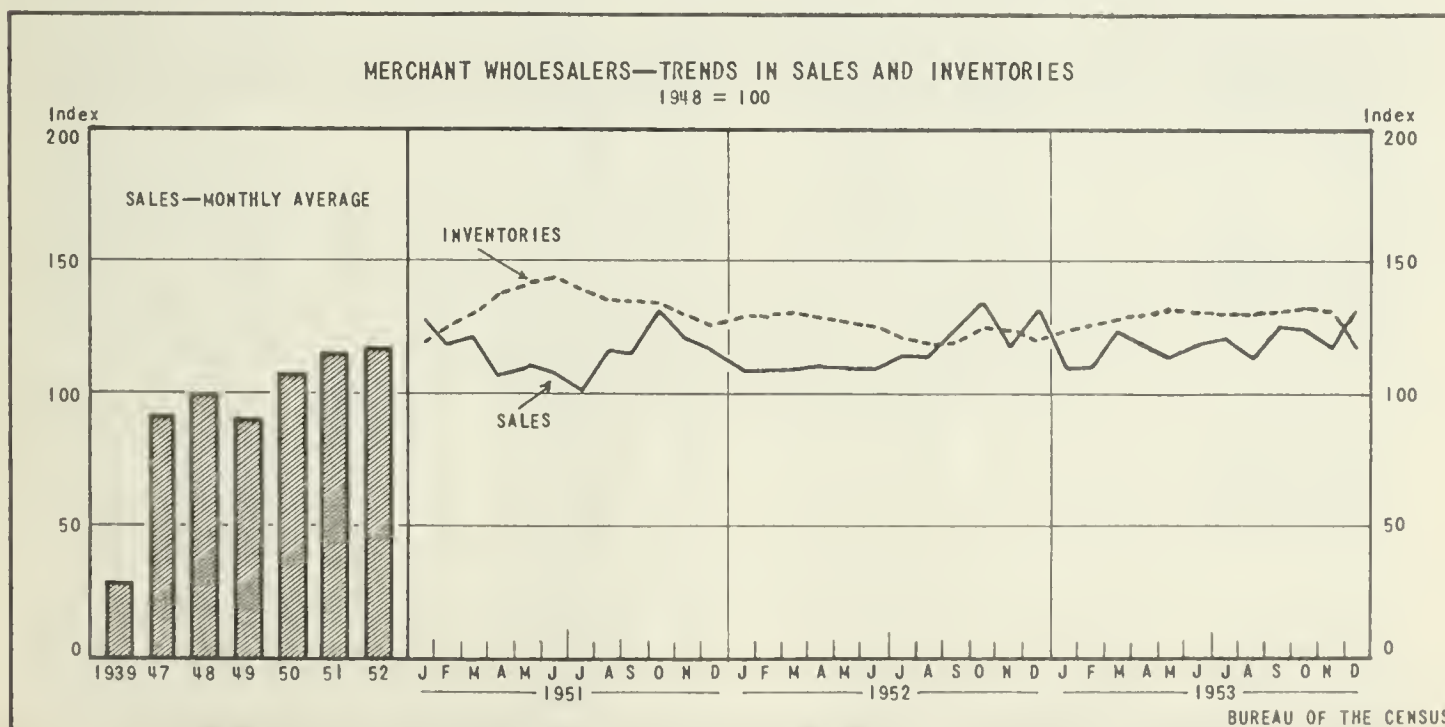
Increases of 6 to 19 percent over November 1953 sales were reported in all geographic divisions, the largest gain being noted in New England. New England also reflected the principal increase over December 1952 sales among the six divisions which reported year-ago gains. Declines of 2 or 3 percent were shown in the remaining three divisions. Annual 1953 sales in all divisions were 1 to 5 percent above those in 1952, the principal gain being shared by the New England and East North Central Divisions.

Most of the 37 kinds of business covered in this report noted sales increases over the previous month, the largest of these being registered by wines and liquors (up seasonally 39%). Substantial gains were also noted by electrical full-line wholesalers (up 33%) and by jewelry wholesalers (up 29%). Clothing and furnishings, down 26 percent, indicated the sharpest decline from a month earlier. Compared with sales a year ago, twenty-three trades reported declines. However, thirteen trades, led by electrical full-line wholesalers, up 16 percent, reported increases over year-ago sales. Annual sales for the year 1953 were higher than reported in 1952 for 23 trades, refrigeration equipment and parts (up 14%) noting the largest increase.

INVENTORIES

Inventories (valued at cost) of wholesalers at the end of December were reduced substantially (10%) from stocks on hand November 30 and were down 1 percent below inventories of December 31, 1952. Based on the reports of 3,318 establishments submitting inventory figures in conjunction with sales data, the December stock-sales ratio of 133 percent was 34 points below that reported for the previous month and three points below that reported for December 1952.

All geographic divisions reflected inventories 7 to 13 percent smaller than stocks on hand a month earlier. However, in three of the nine geographic divisions inventories were higher than a year ago. The West South Central Division, down 6 percent from a year ago, reported the sharpest drop in inventories among the six divisions showing declines.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

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WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

DECEMBER 1953

[Data are shown by geographic division, where possible without disclosure of individual operations]

Data are shown by geographic division, where possible without disclosure of individual operations												
Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change		December 1953 panel			Percent change Dec. 1953 from--		December 1953 panel		Dec. 1953	Dec. 1952	Nov. 1953
	Dec. 1953 from--		Number of estab- lishments reporting	Reported dollar values (add 000)	Dec. 1953 from--	Number of estab- lishments reporting	Reported dollar values (add 000)					
	Dec. 1952	Nov. 1953										
United States, total ³	+1	+12	+3	4,254	\$933,333	-1	-10	3,318	\$1,045,809	133	136	167
New England.....	+7	+19	+5	263	46,409	-5	-13	180	36,234	109	123	154
Middle Atlantic.....	+1	+18	+4	746	199,837	+4	-13	561	166,181	103	100	141
East North Central.....	+2	+10	+5	804	172,519	+2	-10	659	170,808	112	113	139
West North Central.....	+3	+6	+3	541	113,224	-2	-7	410	156,150	159	169	183
South Atlantic.....	+4	+13	+2	525	103,150	-1	-12	424	113,818	128	138	171
East South Central.....	-2	+11	+1	206	36,794	-1	-9	161	44,858	140	139	177
West South Central.....	+2	+12	+1	391	83,079	-6	-11	307	98,682	139	151	177
Mountain.....	-2	+10	+4	167	27,063	+1	-12	139	32,269	136	135	170
Pacific.....	-3	+6	+2	560	122,005	-2	-10	426	137,195	143	143	172
Automotive supplies.....	-9	-8	+1	376	16,435	-3	-6	206	16,517	242	231	254
New England.....	-4	-22	+3	20	526	-15	-6	7	290	234	251	188
Middle Atlantic.....	-9	-24	+1	52	1,019	+3	0	46	2,539	307	276	223
East North Central.....	-8	+3	+1	68	3,896	-12	-17	55	5,092	163	171	230
West North Central.....	-4	-2	+1	91	4,289	-5	+2	14	1,105	281	245	234
South Atlantic.....	-23	-21	-1	21	1,907	-2	-1	13	1,236	345	349	270
East South Central.....	-10	-5	-3	12	1,401	-9	-9	7	1,338	281	311	330
West South Central.....	-8	-6	+11	23	597	-1	-5	19	1,109	278	259	287
Mountain.....	-5	-12	+2	86	2,453	+8	+4	42	3,742	339	277	310
Pacific.....	-5	-12	+2	86	2,453	+8	+4	42	3,742	339	277	310
Electrical group, total.....	+12	+28	+8	690	201,239	-8	-22	626	171,545	91	113	151
Full-line wholesalers.....	+16	+33	+8	465	164,305	-11	-24	458	139,857	86	112	151
New England.....	+26	+48	+9	34	10,851	-15	-26	34	8,841	81	120	163
Middle Atlantic.....	+9	+33	+7	64	24,108	-10	-23	61	21,238	90	109	155
East North Central.....	+9	+18	+10	93	35,717	+4	-17	92	31,834	89	94	128
West North Central.....	+25	+33	+11	46	14,266	-13	-25	46	12,090	85	121	150
South Atlantic.....	+33	+50	+7	69	25,745	-19	-32	67	19,156	76	126	169
East South Central.....	+18	+60	+10	29	8,008	-10	-29	29	7,143	89	118	200
West South Central.....	+20	+43	+6	49	15,468	-19	-24	49	14,809	96	142	180
Mountain.....	+17	+27	+13	21	6,208	+5	-24	21	4,912	79	89	133
Pacific.....	+8	+23	+8	60	23,934	-17	-26	59	19,834	83	108	138
Wiring supplies, construction materials distributors.....	+2	+13	+6	118	12,139	+1	-8	84	11,062	124	124	151
New England.....	+15	+12	+5	11	819	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+6	+15	+3	27	1,452	-4	-6	20	1,956	159	176	196
East North Central.....	+2	+18	+6	28	4,372	-4	-12	22	3,596	105	109	142
West North Central.....	+6	+29	+7	9	1,469	0	-5	7	1,300	156	162	196
South Atlantic.....	+7	+9	+12	16	2,049	+11	-9	14	1,811	96	93	114
South Central.....	-12	-3	-3	10	937	+7	-7	6	913	163	142	168
Mountain.....	-27	-10	+1	5	197	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-10	+4	+12	12	844	+10	-2	11	1,269	152	124	161
Appliances and specialties wholesalers.....	-4	+7	+5	107	24,795	+6	-15	84	20,626	124	113	156
New England.....	+1	+14	+12	14	2,501	-13	-12	10	1,291	111	124	147
Middle Atlantic.....	-2	+6	+5	20	9,111	+4	-18	12	4,993	112	114	137
East North Central.....	-22	+11	+10	14	2,739	-7	-14	11	2,953	114	95	146
West North Central.....	+23	+4	+22	14	3,202	+8	-14	12	2,427	119	141	151
South Atlantic.....	+14	+14	0	20	2,799	+24	-17	20	3,434	123	113	170
South Central.....	-23	+12	-5	10	1,314	0	-7	8	2,263	182	137	215
Mountain.....	-21	-7	-1	6	1,016	+18	-8	6	1,690	166	112	168
Pacific.....	-16	+3	+2	9	2,113	+22	-23	5	1,575	117	87	160
Furniture and house furnishings.....	-4	-2	+3	82	14,184	0	-8	63	20,867	176	167	184
New England.....	-1	+3	+5	6	950	+18	-14	5	1,189	133	110	156
Middle Atlantic.....	+3	+9	+2	13	2,741	+10	-5	9	2,973	153	137	180
East North Central.....	-16	-15	+2	9	1,630	-2	-9	8	3,109	217	188	200
West North Central.....	-1	-3	-1	12	1,758	-3	-4	12	3,708	211	217	212
South Atlantic.....	+15	+24	+7	10	1,110	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	-5	-12	+2	11	1,760	-2	-16	11	2,992	170	164	180
Mountain.....	-13	-9	-4	7	956	-15	-8	5	1,647	219	216	233
Pacific.....	-6	-2	+6	11	3,223	-1	-2	9	4,641	153	149	154
Hardware.....	-6	-4	+1	162	58,421	+2	-6	136	121,660	239	221	241
Middle Atlantic.....	-4	+2	+3	32	8,995	+9	-3	26	15,551	199	174	209
East North Central.....	+2	-6	+9	31	12,993	+5	-8	28	20,878	180	176	183
West North Central.....	-5	-5	-2	19	9,662	-8	-8	19	25,619	265	273	275
South Atlantic.....	-8	-10	-2	21	4,342	+3	+2	18	10,992	287	255	256
East South Central.....	-9	-5	+1	14	4,431	-1	-4	12	8,632	217	199	214
West South Central.....	-6	-7	-1	14	4,388	+4	-9	8	6,761	261	251	263
Mountain.....	-17	+3	-5	7	1,914	+2	-11	4	2,339	309	274	354
Pacific.....	-12	-5	0	21	11,532	+8	-5	18	30,504	291	236	291
Industrial supplies.....	-4	0	+2	139	17,860	+2	-1	115	32,987	216	198	216
New England.....	+1	+2	+2	13	1,186	+4	0	11	2,462	249	258	256
Middle Atlantic.....	-3	+1	-2	28	3,559	+1	-1	22	6,036	190	181	193
East North Central.....	-4	-2	+6	19	3,235	+9	-1	18	6,350	201	178	199
West North Central.....	-30	-3	+1	12	846	-14	+2	11	1,969	259	205	235
South Atlantic.....	-3	-10	+2	19	1,754	+7	-1	16	4,174	262	236	237
East South Central.....	-7	-14	0	7	1,296	+2	-2	7	3,151	243	221	213
West South Central.....	+4	+7	+2	28	4,535	+1	0	18	6,034	204	187	222
Pacific.....	-9	+7	-5	13	1,449	-4	-3	12	2,811	215	196	227
Jewelry.....	-6	+29	-4	110	9,403	0	-21	62	9,963	145	134	236
New England.....	+2	+47	-1	8	782	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-12	+4	-10	34	2,305	-19	-19	16	2,183	137	145	202
East North Central.....	-9	+30	+2	28	2,085	+13	-22	117	3,029	168	138	277
West North Central.....	-5	+29	-1	9	1,208	+13	-14	9	1,803	149	126	222
South Atlantic.....	+7	+44	-2	6	487	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	+4	+124	+7	5	607	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-5	+38	-9	17	1,921	-4	-29	11	2,104	123	123	243

See footnotes at end of table.

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WHOLESALESAERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION, DECEMBER 1953

1 Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.
2 Includes reports received too late for inclusion in previous monthly trends.

Note: Data for the full-line electrical have been revised on the basis of amended reports received subsequent to publication of the December 1953 report. These revisions are also reflected in the totals for the electrical group and for all kinds of business.



WHOLESALESALE AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

DECEMBER 1953

[Data are shown by geographic division, where possible without disclosure of individual operations]

Data are shown by geographic division, where possible without disclosure of individual operations												
Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change		12 mo. 1953 from 12 mo. 1952 ²	December 1953 panel		Percent change Dec. 1953 from--		December 1953 panel		Dec. 1953	Dec. 1952	Nov. 1953
	Dec. 1953 from--			Number of estab- lishments reporting	Reported dollar values (add 000)	Dec. 1953 from--		Number of estab- lishments reporting	Reported dollar values (add 000)			
	Dec. 1952	Nov. 1953				Dec. 1952	Nov. 1953					
Lumber and building materials.....	-6	-10	0	70	\$10,416	-7	-5	50	\$10,835	146	148	142
Middle Atlantic.....	-1	-8	+6	16	2,965	0	-3	9	1,327	64	65	60
East North Central.....	-3	-16	+3	10	1,127	+10	-7	7	1,133	146	122	130
West North Central.....	-11	-30	-5	7	464	-6	+6	4	327	152	148	108
South Atlantic.....	-18	-16	-4	11	1,336	+12	+2	9	1,698	255	183	204
South Central.....	+2	-20	+4	4	733	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+11	0	0	7	1,203	-5	-5	6	2,083	175	204	183
Machinery equipment, supplies (except electrical).....	-6	-1	-2	53	7,685	-1	-1	42	16,819	241	235	268
New England.....	0	+1	+6	5	438	-5	+2	4	996	347	354	302
Middle Atlantic.....	+2	+1	-1	6	1,327	+8	+8	4	1,914	147	141	140
East North Central.....	-13	-36	+3	11	1,309	+2	-5	8	1,909	164	173	172
South Atlantic.....	-4	-13	+6	7	636	-1	-4	5	2,016	371	343	325
West South Central.....	-23	+29	-13	13	1,305	-1	+1	13	6,598	506	395	645
Pacific.....	-15	-9	-12	7	759	-7	-6	5	1,885	394	321	374
Metals.....	-16	+2	+13	47	14,875	+16	0	43	25,230	172	124	176
Paints and varnishes.....	+4	-24	+6	49	4,323	+7	-6	45	16,619	394	384	320
Plumbing and heating supplies.....	-4	-6	-2	129	16,034	-7	-5	107	24,420	183	182	179
New England.....	+7	-21	-1	7	291	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-13	-6	-1	29	2,096	+2	-6	22	3,103	170	141	170
East North Central.....	+2	-12	+5	14	1,423	+11	0	12	2,609	212	196	184
West North Central.....	0	-20	+4	15	1,278	+1	-3	13	2,746	229	223	190
South Atlantic.....	-6	-7	-3	38	7,430	-17	-5	37	10,698	158	175	157
East South Central.....	-16	-3	-9	10	1,457	-9	-10	9	2,500	174	160	188
Refrigeration equipment, parts (commercial).....	+12	-1	+14	74	1,679	+5	+6	64	4,017	297	326	287
Middle Atlantic.....	+26	-1	+17	14	564	+1	0	11	917	222	290	243
East North Central.....	+2	-11	+10	17	170	+16	+15	12	643	531	481	428
South Atlantic.....	+11	+10	+13	24	502	+7	+5	24	1,466	292	302	305
South Central.....	+6	+21	+11	4	145	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+4	-18	+8	9	130	+1	+4	8	373	429	504	398
Surgical, medical equipment, supplies.....	+4	0	+5	33	4,919	-2	-6	27	5,874	130	139	140
Middle Atlantic.....	+7	-10	+12	6	902	+14	-9	4	833	106	100	104
East North Central.....	+3	+1	+2	10	2,155	-6	-8	7	2,496	129	145	144
South Atlantic.....	+3	+4	+11	4	712	+8	-10	4	852	120	114	138
Beer.....	-3	+18	0	36	1,673	+29	0	33	844	53	40	62
Middle Atlantic.....	+2	+32	-1	9	457	+17	-5	8	139	31	27	42
East North Central.....	-2	+12	+1	10	547	+26	-2	10	249	46	35	52
South Atlantic.....	-10	+15	+2	4	345	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+1	+18	-4	7	264	+17	-11	6	140	62	57	82
Chemicals, industrials.....	-4	-4	+13	19	2,906	+3	-3	15	1,800	71	64	71
Clothing and furnishings (except shoes).....	-18	-26	-3	19	2,532	+2	-10	12	3,621	221	197	141
Coal.....	-6	+15	-3	19	4,427	-20	-25	18	4,213	96	113	147
Confectionery.....	+3	+16	+1	40	1,486	+7	-4	23	799	97	91	121
Middle Atlantic.....	+10	+18	+2	7	383	+1	-7	4	194	118	112	153
East North Central.....	-2	+9	+5	4	140	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	+7	+19	+3	10	264	+23	-2	6	183	98	88	121
East South Central.....	-15	0	-4	9	158	0	-3	5	34	68	62	78
West South Central.....	+2	+15	-1	4	252	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Dairy and poultry products.....	+2	+14	+4	23	8,332	-20	-15	17	2,048	29	38	38
Drugs and sundries (liquor excluded).....	+4	+3	+5	188	64,558	+3	-6	148	90,169	174	174	190
New England.....	+3	+5	+4	11	2,800	+6	-8	8	3,595	178	175	204
Middle Atlantic.....	+4	+3	+5	23	10,703	+12	-6	15	10,311	156	152	172
East North Central.....	+8	+2	+7	24	10,804	+10	-6	18	12,811	161	152	172
West North Central.....	+4	+5	+3	17	6,196	+6	-5	14	8,653	168	162	186
South Atlantic.....	+3	0	+5	27	7,080	+8	-5	20	10,072	182	173	196
East South Central.....	+2	0	+3	15	3,623	+6	-2	11	5,388	183	178	189
West South Central.....	+7	+7	+4	34	9,655	-2	-5	29	15,737	195	209	220
Mountain.....	-7	-4	+3	12	2,120	-4	-6	10	4,518	224	219	229
Pacific.....	+2	+1	+6	25	11,577	-2	-8	23	19,084	166	173	182
Dry goods.....	-12	-18	+2	149	29,878	0	-1	122	66,092	266	243	221
New England.....	-7	-16	-4	5	497	+3	-15	5	655	132	119	130
Middle Atlantic.....	-12	-1	0	42	6,054	+4	-2	34	8,161	246	207	221
East North Central.....	-12	-17	+8	12	3,416	-5	0	12	6,827	200	185	165
West North Central.....	-10	-18	+2	17	9,583	0	+1	15	32,082	338	305	273
South Atlantic.....	-6	-20	-1	22	3,808	-5	-7	16	6,734	197	195	171
East South Central.....	-3	-22	0	14	1,324	+7	-13	9	2,458	254	239	233
West South Central.....	-4	-16	-5	11	1,777	-15	-7	11	3,479	196	222	176
Mountain.....	-9	-11	-4	6	439	-3	-11	5	1,177	303	282	295
Pacific.....	-30	-35	+5	20	2,980	+21	+11	15	4,519	293	230	197
Farm supplies.....	-23	+15	-16	19	2,396	-14	+14	10	919	82	82	73
Fresh fruits and vegetables.....	-6	+7	-5	59	5,860	-12	-9	39	1,378	30	32	26
New England.....	-31	-5	-16	6	175	-14	-24	5	48	38	36	51
Middle Atlantic.....	-8	+1	-6	17	1,299	-3	+30	11	275	39	35	33
East North Central.....	-8	+7	-2	14	1,790	-8	-16	8	404	29	29	36
West North Central.....	-13	-1	-8	6	670	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	-11	+28	-9	5	336	-12	-32	4	61	20	20	37
East South Central.....	+4	-1	-10	4	148	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-14	-4	-6	4	909	(x)	(x)	(x)	(x)	(x)	(x)	(x)

See footnotes at end of table.

WHOLESALESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

DECEMBER 1953

[Data are shown by geographic division, where possible without disclosure of individual operations]

Data are shown by geographic division, where possible without disclosure of individual operations												
Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change		December 1953 panel			Percent change		December 1953 panel		Dec. 1953	Dec. 1952	Nov. 1953
	Dec. 1953 from--		12 mo. 1953 from	Number of estab- lishments reporting	Reported dollar values	Dec. 1953 from--		Number of estab- lishments reporting	Reported dollar values			
	Dec. 1952	Nov. 1953				Dec. 1952	Nov. 1953					
Groceries, total.....	+3	+2	+2	816	\$146,144	-2	-4	662	\$136,254	119	126	128
Nonaffiliated full-line wholesalers ⁴	-3	+2	-2	530	54,787	-8	-5	446	56,718	125	130	133
New England.....	+8	0	+4	6	1,559	-1	+8	5	2,562	174	189	159
Middle Atlantic.....	+7	+4	+6	17	3,384	+18	0	11	4,169	145	133	151
East North Central.....	+3	+2	-1	125	10,121	-9	-5	121	11,567	124	139	131
West North Central.....	-5	+1	-2	59	6,492	-7	-4	46	6,898	133	135	142
South Atlantic.....	-1	-3	0	58	7,197	+5	-4	36	6,858	137	129	137
East South Central.....	-3	+5	-4	38	3,918	-7	-5	29	4,000	129	132	141
West South Central.....	-2	+2	-1	98	12,767	-15	-10	74	10,585	110	122	123
Mountain.....	-14	-1	-3	22	2,275	-2	-8	20	3,103	146	128	158
Pacific.....	-11	+6	-8	107	7,074	-21	-3	104	6,976	106	118	116
Voluntary-group wholesalers.....	+9	+5	+5	184	63,667	+4	-5	141	55,795	114	121	127
New England.....	+9	+14	+6	10	4,700	+5	-2	7	2,208	120	117	123
Middle Atlantic.....	+3	+3	+1	31	11,960	+5	-4	22	8,656	128	125	139
East North Central.....	+15	+7	+9	40	11,535	+7	-7	28	8,790	94	103	108
West North Central.....	+15	+8	+6	61	21,913	0	-3	61	25,578	117	134	130
South Atlantic.....	+5	+4	+4	11	2,941	+5	-17	6	1,713	99	101	124
Pacific.....	+4	-4	+3	24	5,681	+15	-9	10	2,970	122	106	138
Retailer-cooperative warehouses.....	+10	-2	+10	18	11,611	+5	-3	12	6,356	95	109	103
Specialty lines wholesalers.....	-1	-5	+4	84	16,079	-5	-1	63	17,385	130	136	125
Middle Atlantic.....	+9	+10	+7	18	4,051	+7	+12	11	4,110	118	122	117
East North Central.....	-14	-15	-5	9	668	+5	-5	7	350	88	81	74
South Atlantic.....	+7	+12	+2	15	1,920	+5	-3	11	1,950	107	110	124
East South Central.....	-1	+2	-3	5	708	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	+15	0	+10	5	392	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-11	-16	-1	24	6,674	-16	-5	21	8,993	170	176	148
Leather and shoe findings.....	-16	-22	-5	24	345	0	-3	11	973	676	530	497
Middle Atlantic.....	-16	+3	-5	5	37	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	+1	-15	+1	4	82	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central.....	-21	-33	-13	4	34	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-24	-24	7	6	149	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products.....	-5	+10	-7	38	20,636	-19	-17	32	5,958	33	38	43
Middle Atlantic.....	-3	+8	-6	9	3,512	-6	0	9	1,621	46	47	50
East North Central.....	-8	+13	-8	13	9,105	-37	-36	11	2,295	27	39	47
Pacific.....	+4	+13	-15	4	3,625	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Paper and its products.....	+2	-3	+6	55	8,801	+5	-3	36	7,951	132	130	132
New England.....	+8	+10	+4	5	334	+5	+5	4	269	133	150	146
Middle Atlantic.....	+5	-4	+6	13	2,391	+17	0	7	1,269	92	82	87
East North Central.....	0	-9	+7	16	3,149	+4	-4	11	2,652	99	99	99
South Atlantic.....	+1	-3	+8	5	589	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	+15	+6	+4	5	502	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-1	+17	+5	7	1,519	+1	-10	6	2,331	214	197	250
Petroleum.....	+7	+24	+4	28	7,108	-42	-30	28	3,669	52	95	91
Shoes and other footwear.....	-14	+10	0	30	23,633	-3	+5	27	78,607	335	298	354
Tohseco products.....	-1	+15	+2	243	45,073	+3	-15	142	15,132	53	50	70
New England.....	+3	+22	+2	28	3,595	+28	+2	7	389	59	48	56
Middle Atlantic.....	+1	+19	+3	51	15,650	0	-17	31	7,165	62	62	85
East North Central.....	+1	+14	+4	53	8,537	0	-19	32	2,224	44	45	62
West North Central.....	+2	+17	-2	38	5,537	+5	-13	31	2,188	47	46	64
South Atlantic.....	-7	+7	0	22	5,379	+25	-11	16	1,682	52	38	61
East South Central.....	-11	+11	-2	14	1,845	+4	-10	9	694	47	39	57
West South Central.....	-9	+8	-4	21	1,950	-10	-1	7	368	48	45	51
Mountain.....	-6	+9	-2	5	318	+58	-39	4	134	45	26	79
Pacific.....	+6	+19	+2	11	2,262	-11	-22	5	288	32	34	46
Wines and spirits ⁵	+3	+39	+5	288	158,603	+9	-19	242	118,052	86	81	151
New England.....	+7	+19	+7	20	7,077	+10	-16	16	3,547	70	70	111
Middle Atlantic.....	+5	+52	+9	50	57,410	+7	-25	48	37,117	70	69	141
East North Central.....	+6	+46	+11	41	22,420	+10	-17	32	15,919	81	78	143
West North Central.....	+1	+19	0	36	11,369	+20	-8	30	10,529	134	111	185
South Atlantic.....	-3	+34	+1	39	17,001	+14	-20	38	15,900	94	80	157
East South Central.....	-7	+44	-1	12	4,161	+6	-8	10	4,791	136	114	208
West South Central.....	-1	+30	-3	37	15,908	-2	-20	33	14,373	93	95	150
Mountain.....	+6	+43	+14	14	3,179	+17	-20	12	1,968	77	72	140
Pacific.....	0	+26	+2	39	20,078	+12	-15	23	13,908	108	100	172
Miscellaneous.....	0	+33	0	36	8,357	+12	+5	23	10,878	186	173	252

x Insufficient data to show separately.

1 Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the mark-up of sales, which varies from trade to trade.

2 Includes reports received too late for inclusion in previous monthly trends.

3 The United States total and totals for some trades include a number of establishments not assigned to a geographic division.

4 Not affiliated with voluntary or cooperative groups.

5 Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

Note: Percentage changes are computed on an unweighted basis by summarizing all reports received in time for tabulation. Since coverage varies by kind of business and geographic division depending upon participation of wholesalers in the reporting service, data shown may not necessarily represent trends of all wholesalers. They do reflect, however, the experience of those wholesalers submitting data in each of the periods for which comparisons are made.

States comprising geographic divisions

New England (Conn., Maine, Mass., N.H., R.I., Vt.)

Middle Atlantic (N.J., N.Y., Pa.)

East North Central (Ill., Ind., Mich., Ohio, Wis.)

West North Central (Iowa, Kans., Minn., Mo., N.D., S. Dak.)

South Atlantic (Del., Fla., Ga., D.C., Md., N.C., S.C., Va., W. Va.)

East South Central (Ala., Ky., Miss., Tenn.)

West South Central (Ark., La., Okla., Tex.)

South Central - East South Central and West South Central combined.

Mountain (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)

Pacific (Calif., Oreg., Wash.)

Inquiries concerning this report should be addressed to: Director, Bureau of the Census, Washington 25, D. C.

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UNIVERSITY OF ILLINOIS
WHOLESALE TRADE

REPORT

JANUARY 1954

FOR RELEASE
MARCH 5, 1954

SALES AND INVENTORIES

Sales and inventory trends presented in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 4,245 wholesale establishments in various kinds of business.

SALES

January 1954 sales of merchant wholesalers were down 20 percent below the previous month--a drop somewhat sharper than the usual seasonal decrease. January sales were also 5 percent below sales a year ago.

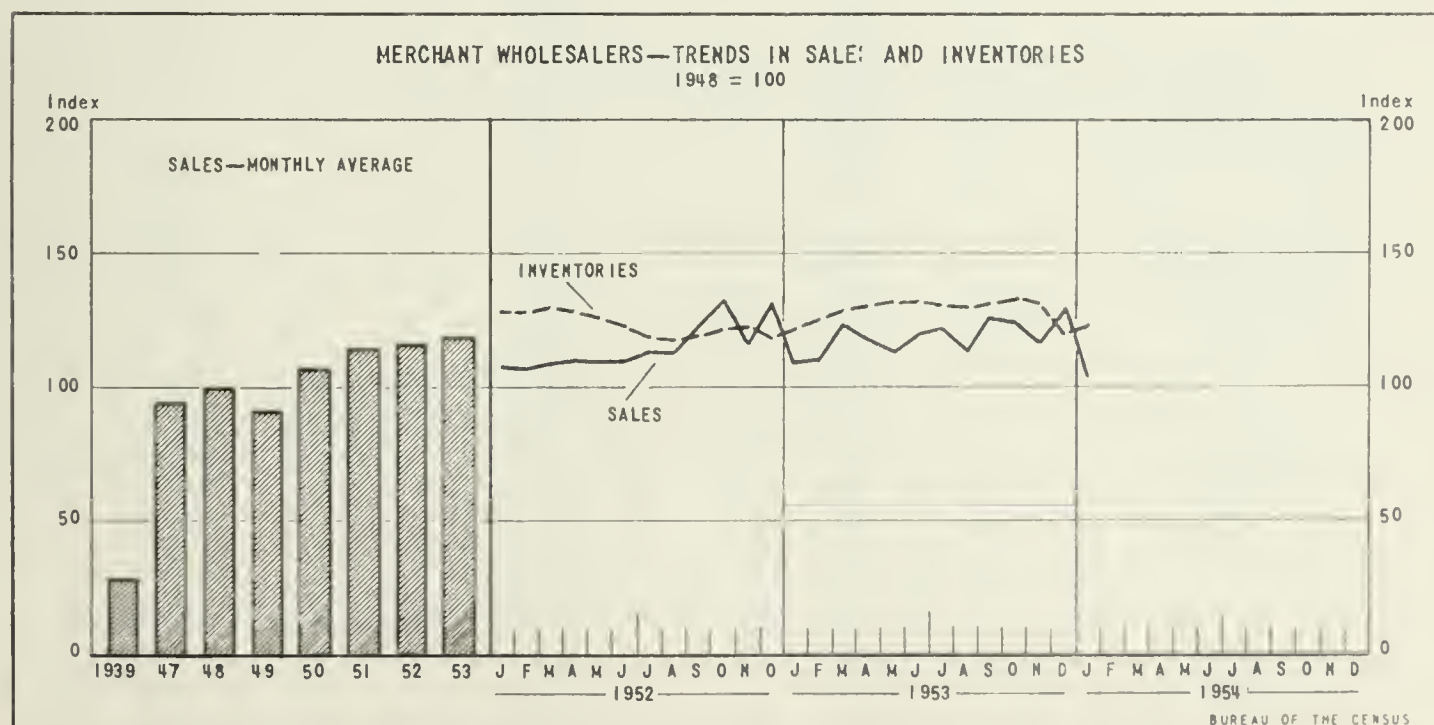
All geographic divisions experienced decreases in sales from December 1953, as well as a year ago. Declines from the previous month varied from 13 to 29 percent with the Middle Atlantic Division noting the sharpest drop. Compared with a year ago, sales ranged from declines of one percent in the New England and East North Central Divisions to a drop of 12 percent in the East South Central Division.

Of the 37 kinds of business covered in the report, 26 experienced sales declines from the previous month--the heaviest decrease being shown by jewelry wholesalers. Wines and distilled spirits wholesalers, off 56 percent, also reported a substantial decrease but most of the sharp declines were in the durable goods trades. Of the nine kinds of business showing sales gains over December, all were nondurable goods trades--with shoes and other footwear and clothing and furnishings reporting the principal increases. January 1954 sales for most trades were moderately below year-ago levels--the sharpest drop (21%) being reported for the lumber and building materials trade. Nonaffiliated full-line grocery wholesalers were down 7 percent from last January, but all other types of grocery wholesalers (voluntary group, retailer-cooperative, and specialty lines) experienced increases of 6 to 10 percent. Moderate sales gains over a year ago were also reported by five other trades.

INVENTORIES

Inventories (valued at cost) of wholesalers at the end of January were up 3 percent as compared with December 31 stocks and were 2 percent higher than inventories on hand January 31, 1953. Based on reports of 3,291 establishments submitting inventory figures in conjunction with sales data, the January stock-sales ratio of 178 percent was 43 points above that reported for the previous month and 13 points higher than reported for January 1953.

All geographic divisions--with the exception of the New England Division (-1%)--reflected larger inventories on hand than a month earlier. The West North Central Division, up 6 percent and the East South Central Division, up 7 percent, experienced the most substantial increases over December 31 inventories. Compared with stocks on hand a year ago, four divisions noted increases, four divisions reported decreases, while one division--the West North Central--showed no change. The Middle Atlantic Division, up 6 percent, reported the largest increase.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

For sale by the Bureau of the Census: single copy—10¢, annual subscription—\$1.00

WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

JANUARY 1954

[Data are shown by geographic division, where possible without disclosure of individual operations]

Geographic division and kind of business	Sales				Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change, Jan. 1954 from--		January 1954 panel		Percent change, Jan. 1954 from--		January 1954 panel				
	Jan. 1953	Dec. 1953	Number of estab- lishments reporting	Reported dollar values (add 000)	Jan. 1953	Dec. 1953	Number of estab- lishments reporting	Reported dollar values (add 000)	Jan. 1954	Jan. 1953	Dec. 1953
United States, total ²	-5	-20	4,245	\$721,916	+2	+3	3,291	\$1,063,853	178	165	135
New England.....	-1	-27	243	31,168	-2	-1	167	36,238	152	153	117
Middle Atlantic.....	-4	-29	718	135,295	+6	+2	547	171,283	166	150	110
East North Central.....	-1	-22	818	137,141	+3	+5	658	181,909	154	147	114
West North Central.....	-2	-13	539	97,800	0	+6	400	164,590	194	191	161
South Atlantic.....	-8	-19	536	81,794	+3	+5	426	129,873	187	168	142
East South Central.....	-12	-15	204	29,930	+2	+7	161	49,453	194	166	152
West South Central.....	-11	-19	399	66,265	-3	+4	320	107,446	196	178	151
Mountain.....	-10	-19	175	22,683	-3	+2	150	37,262	184	172	147
Pacific.....	-8	-19	561	96,234	-1	+2	410	142,860	191	177	146
Automotive supplies.....	-9	-9	372	14,409	+1	0	174	13,384	304	270	232
New England.....	-16	-1	20	469	+2	+12	8	354	216	242	246
Middle Atlantic.....	-4	+6	46	1,009	0	0	40	2,426	296	274	321
East North Central.....	-12	-31	71	2,679	-3	0	58	4,980	299	257	160
West North Central.....	-4	-19	93	3,510	-5	-5	16	1,393	322	333	348
South Atlantic.....	-12	+28	19	2,128	+4	+2	12	1,008	288	279	282
East South Central.....	-10	+14	11	1,320	-2	+3	6	646	270	214	276
West South Central.....	+7	-7	18	431	-2	+16	14	809	300	363	265
Mountain.....	-9	-5	91	2,433	+28	-2	17	1,702	378	260	389
Pacific.....	-9	-5	91	2,433	+28	-2	17	1,702	378	260	389
Electrical group, total.....	-1	-28	689	131,824	-3	+4	627	195,592	158	160	110
Full-line wholesalers.....	0	-29	468	104,867	-3	+5	459	162,998	157	162	107
New England.....	+1	-29	33	6,325	-7	-4	33	9,482	150	163	111
Middle Atlantic.....	-4	-28	63	15,914	-3	+2	60	24,139	154	154	109
East North Central.....	+3	-32	96	25,022	+1	+8	94	34,451	139	141	88
West North Central.....	+4	-31	47	8,851	-8	+7	47	13,874	157	178	101
South Atlantic.....	+11	-24	71	15,953	+3	+11	69	26,545	170	184	118
East South Central.....	-13	-22	26	4,619	+6	+4	25	8,737	199	159	144
West South Central.....	-6	-25	49	9,416	-5	+4	49	18,064	192	190	137
Mountain.....	-7	-34	21	3,567	-5	-1	21	5,572	156	152	105
Pacific.....	-5	-31	62	15,200	-13	+2	61	22,134	147	160	100
Wiring supplies, construction materials distributors.....	-6	-22	121	9,549	+1	+3	87	11,760	165	156	128
New England.....	0	-21	13	767	+4	+9	5	376	159	182	133
Middle Atlantic.....	-12	-19	24	903	-9	+2	17	1,310	173	168	143
East North Central.....	+1	-30	29	3,029	0	+6	23	4,143	182	180	114
West North Central.....	-8	-16	9	1,023	-9	-1	7	988	149	159	172
South Atlantic.....	-10	-22	19	1,761	+9	-1	16	2,096	131	110	102
East South Central.....	-5	+6	11	1,202	+7	+1	7	1,424	168	148	185
West South Central.....	-16	-12	6	319	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	-12	-29	10	545	+8	-1	9	1,139	210	174	150
Pacific.....	-12	-29	10	545	+8	-1	9	1,139	210	174	150
Appliances and specialties wholesalers.....	-4	-24	100	17,408	+1	0	81	20,834	159	148	125
New England.....	-3	-25	9	1,759	+1	+6	6	1,604	104	100	86
Middle Atlantic.....	+5	-25	20	5,936	0	-8	15	4,833	141	149	125
East North Central.....	+1	-26	15	2,872	+5	+3	11	3,027	151	125	109
West North Central.....	+7	-30	13	1,455	+13	+10	12	2,680	189	179	119
South Atlantic.....	-19	-28	13	1,490	-6	0	13	2,664	179	154	129
East South Central.....	-10	-4	11	1,304	-2	+10	9	2,579	205	187	182
West South Central.....	-5	-11	7	985	-7	-10	7	1,698	172	175	171
Mountain.....	-25	-27	12	1,607	0	-1	8	1,749	178	138	123
Pacific.....	-25	-27	12	1,607	0	-1	8	1,749	178	138	123
Furniture and house furnishings.....	-15	-20	81	11,133	-7	+9	64	22,930	238	220	180
New England.....	-9	-35	14	1,791	-11	+7	11	3,660	276	271	174
Middle Atlantic.....	+3	-7	10	1,703	-1	+12	9	3,678	231	243	200
East North Central.....	-3	-13	12	1,534	-14	+11	12	4,124	269	303	211
West North Central.....	-16	-48	11	592	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	-23	-21	12	1,439	-5	+12	12	3,526	245	197	174
East South Central.....	-33	-1	6	822	-16	+4	4	1,529	268	244	234
West South Central.....	-22	-11	10	2,807	-5	+9	8	4,810	183	150	149
Mountain.....	-22	-11	10	2,807	-5	+9	8	4,810	183	150	149
Pacific.....	-22	-11	10	2,807	-5	+9	8	4,810	183	150	149
Hardware.....	-9	-21	171	45,888	+4	+13	146	138,998	345	301	239
New England.....	-4	-34	35	6,193	-2	+2	30	17,556	317	306	207
Middle Atlantic.....	-8	-33	30	8,584	+2	+19	22	24,697	306	279	175
East North Central.....	-7	-19	18	7,632	-1	+19	18	29,562	387	364	264
West North Central.....	-16	-9	24	3,865	+5	+2	20	11,165	336	260	298
South Atlantic.....	-16	-21	14	3,519	+3	+13	12	9,748	310	252	217
East South Central.....	-4	-4	18	4,421	+5	+16	12	8,884	327	296	272
West South Central.....	-13	-29	9	1,334	-1	+8	7	3,142	457	408	332
Mountain.....	-11	-13	20	10,051	+12	+13	16	33,306	374	293	285
Pacific.....	-11	-13	20	10,051	+12	+13	16	33,306	374	293	285
Industrial supplies.....	-11	-14	134	16,088	+1	+1	109	32,901	242	212	205
New England.....	-6	-10	12	940	+1	0	10	2,120	271	251	243
Middle Atlantic.....	-12	-17	27	2,574	+2	+4	20	5,006	235	202	187
East North Central.....	-13	-13	22	4,334	+7	+6	21	8,463	199	161	164
West North Central.....	-15	-13	8	731	+8	-1	7	1,664	286	246	269
South Atlantic.....	-12	-16	19	1,406	+6	+2	16	4,246	322	271	262
East South Central.....	-11	-17	9	1,215	+7	0	8	3,331	286	240	237
West South Central.....	-5	-14	26	3,693	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	-11	-2	11	1,195	0	+4	11	2,667	223	198	209
Pacific.....	-11	-2	11	1,195	0	+4	11	2,667	223	198	209
Jewelry.....	-14	-67	111	3,094	0	+13	64	11,187	535	452	147
New England.....	+5	-68	8	252	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-18	-58	35	1,038	+1	+24	18	2,882	519	424	142
East North Central.....	-26	-66	28	679	+4	+17	18	3,300	525	372	162
West North Central.....	+1	-73	11	339	+7	+11	10	2,078	615	582	151
South Atlantic.....	-5	-63	5	174	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East South Central.....	-13	-78	4	116	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	-9	-74	17	493	-5	+9	11	2,302	612	567	123
Mountain.....	-9	-74	17	493	-5	+9	11	2,302	612	567	123
Pacific.....	-9	-74	17	493	-5	+9	11	2,302	612	567	123

See footnotes at end of table.

WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

JANUARY 1954

[Data are shown by geographic division, where possible without disclosure of individual operations]

Geographic division and kind of business	Sales				Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change, Jan. 1954 from--		January 1954 panel		Percent change, Jan. 1954 from--		January 1954 panel				
	Jan. 1953	Dec. 1953	Number of estab- lishments reporting	Reported dollar values (add 000)	Jan. 1953	Dec. 1953	Number of estab- lishments reporting	Reported dollar values (add 000)	Jan. 1954	Jan. 1953	Dec. 1953
Lumber and building materials.....	-21	-24	70	\$8,040	0	+6	52	\$12,566	216	168	148
Middle Atlantic.....	-22	-38	15	1,748	+13	0	9	1,269	93	70	59
East North Central.....	-12	-14	10	637	-5	+5	8	1,118	251	225	190
South Atlantic.....	-18	-1	11	1,321	0	+5	9	1,775	248	205	255
Mountain.....	-25	-30	7	1,303	-6	-3	6	3,021	252	202	182
Pacific.....	-29	-39	7	733	+28	+11	6	2,317	322	175	175
Machinery equipment, supplies (except electrical).....	-14	-10	50	6,524	-1	0	39	16,419	303	255	250
New England.....	-12	-23	5	337	-4	-1	4	982	382	336	347
Middle Atlantic.....	-13	-16	7	1,144	+2	0	4	1,914	185	157	147
East North Central.....	+13	+42	8	1,314	0	+1	5	1,377	204	216	175
South Atlantic.....	-8	+25	5	661	+3	+1	4	1,894	305	270	405
South Central.....	-26	+12	14	1,479	-2	+2	13	6,701	459	343	506
Pacific.....	-27	-6	8	753	-3	+5	6	2,204	411	294	403
Metals.....	-16	-14	50	13,283	+13	-1	46	27,267	209	157	181
Paints and varnishes.....	0	+19	48	5,120	+10	-1	44	16,388	325	297	394
Plumbing and heating supplies.....	-18	-23	135	12,162	-4	+7	115	28,660	262	224	187
New England.....	-18	-10	6	242	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-19	-18	32	1,871	-2	+8	25	3,917	246	207	181
East North Central.....	-7	-24	17	1,130	+10	+8	15	3,011	305	259	214
West North Central.....	+9	-12	15	1,124	0	+1	13	2,851	272	298	236
South Atlantic.....	-19	-25	38	5,552	-7	+9	38	13,091	236	207	162
East South Central.....	-33	-26	10	1,077	-7	+14	9	2,861	269	192	174
Refrigeration equipment, parts (commercial)...	+9	-4	76	1,665	+3	-1	65	4,113	334	329	300
Middle Atlantic.....	+23	0	14	566	0	-1	11	910	248	287	222
East North Central.....	+1	+1	17	153	+16	+1	12	590	567	484	567
South Atlantic.....	+3	-10	25	476	+4	-2	25	1,519	319	317	293
Pacific.....	-12	-11	9	117	-3	-3	8	371	515	438	435
Surgical, medical equipment, supplies.....	-2	-1	35	5,170	+2	+3	29	6,759	143	138	136
Middle Atlantic.....	-1	-2	6	881	+7	+8	5	1,021	126	116	113
East North Central.....	-6	-2	11	2,226	-1	+3	8	2,874	144	139	137
South Atlantic.....	+2	+2	6	880	+26	+5	6	1,127	128	104	125
Beer.....	-11	-28	33	1,213	+23	-3	30	830	72	52	54
Middle Atlantic.....	-14	-35	8	267	+32	-10	7	104	39	26	28
East North Central.....	-5	-26	9	372	+3	-13	9	209	56	52	48
South Atlantic.....	-18	-22	4	268	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Chemicals, industrials.....	-5	-1	16	2,762	+8	+3	13	1,846	74	65	71
Clothing and furnishings (except shoes).....	-13	+30	17	2,901	+17	+30	11	3,760	186	151	213
Coal.....	+9	0	19	4,393	-27	-22	17	3,276	77	114	97
Confectionery.....	-8	-27	36	1,017	+19	+19	20	821	146	113	94
Middle Atlantic.....	-11	-34	7	251	-3	0	4	194	162	140	118
East North Central.....	-9	-33	4	94	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	-11	-22	8	155	+4	+7	4	96	102	84	74
East South Central.....	-7	-19	8	120	-39	-32	5	23	56	79	68
West South Central.....	-1	-22	4	197	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Dairy and poultry products.....	-2	-19	25	6,945	+20	+17	18	2,427	38	32	28
Drugs and sundries (liquor excluded).....	-12	-1	191	65,046	+6	+6	152	97,555	186	154	175
New England.....	-6	-6	9	2,457	+11	+10	7	3,714	213	180	176
Middle Atlantic.....	-9	+1	21	10,200	+11	+10	14	10,699	174	142	157
East North Central.....	-7	-3	26	10,929	+9	+3	19	13,742	169	143	162
West North Central.....	-15	-1	20	6,795	+7	+6	17	10,450	180	142	169
South Atlantic.....	-15	+1	30	7,691	+5	+1	23	11,402	187	150	187
East South Central.....	-18	-1	14	3,536	+8	+6	10	5,635	201	152	183
West South Central.....	-19	-5	33	9,213	0	+7	28	16,809	221	174	195
Mountain.....	-18	+11	13	2,380	-3	+5	11	4,854	215	182	225
Pacific.....	-6	+2	25	11,845	+6	+6	23	20,250	172	152	166
Dry goods.....	-14	+8	139	31,889	0	+5	114	69,254	264	231	271
New England.....	-16	-24	5	265	+5	+17	4	464	267	221	173
Middle Atlantic.....	-20	-6	36	5,621	+2	+5	26	7,952	285	249	250
East North Central.....	-13	+6	9	3,423	-6	+1	9	6,220	182	168	190
West North Central.....	-13	+20	18	11,646	+2	+5	16	34,179	295	251	337
South Atlantic.....	-12	-13	23	3,379	0	+13	17	7,811	253	224	199
East South Central.....	-12	+11	12	1,327	+5	+19	10	2,996	283	235	253
West South Central.....	-9	+25	11	2,028	-16	-6	11	3,313	163	178	219
Mountain.....	+3	-17	6	366	-9	+6	5	1,247	400	425	303
Pacific.....	-13	+23	19	3,834	+12	-2	16	5,072	290	235	298
Farm supplies.....	-15	+12	20	3,042	-11	+13	11	1,210	81	80	74
Fresh fruits and vegetables.....	-5	-17	59	4,705	0	+20	35	819	40	36	25
New England.....	-14	-11	7	237	-15	-2	5	47	46	41	38
Middle Atlantic.....	-13	-27	15	743	-10	+57	8	36	12	10	6
East North Central.....	-2	-12	13	1,446	-10	+3	6	35	21	19	14
West North Central.....	-11	-24	7	51	+6	+10	7	231	45	38	31
South Atlantic.....	-8	-16	5	283	0	+13	4	69	27	24	20
East South Central.....	-1	+7	5	298	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-2	+3	4	933	(x)	(x)	(x)	(x)	(x)	(x)	(x)

See footnotes at end of table.

WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

JANUARY 1954

[Data are shown by geographic division, where possible without disclosure of individual operations]

Geographic division and kind of business	Sales				Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change, Jan. 1954 from--		January 1954 panel		Percent change, Jan. 1954 from--		January 1954 panel				
	Jan. 1953	Dec. 1953	Number of estab- lishments reporting	Reported dollar values (add 000)	Jan. 1953	Dec. 1953	Number of estab- lishments reporting	Reported dollar values (add 000)	Jan. 1954	Jan. 1953	Dec. 1953
Groceries, total.....	+2	+1	828	\$147,260	-1	+2	666	\$135,984	121	125	118
Nonaffiliated full-line wholesalers ³	-7	-1	544	53,856	-6	+3	453	56,480	127	126	123
New England.....	-2	-8	7	1,554	-3	-6	6	1,579	174	176	170
Middle Atlantic.....	+1	-1	16	2,561	+26	+1	9	3,317	168	136	165
East North Central.....	-1	0	135	10,604	-5	-1	127	11,616	120	125	123
West North Central.....	-8	-4	60	6,122	-2	+4	47	6,177	131	121	115
South Atlantic.....	-7	+2	62	7,452	-2	0	33	6,403	137	129	137
East South Central.....	-9	-6	36	3,667	-6	+5	27	3,844	129	125	118
West South Central.....	-13	-3	99	12,426	-7	+15	78	12,796	130	121	111
Mountain.....	-1	+7	22	2,361	-10	-2	22	3,187	135	148	147
Pacific.....	-9	+1	107	7,109	-22	-5	104	6,561	100	115	106
Voluntary-group wholesalers.....	+10	0	181	63,215	+5	0	137	55,533	119	125	115
New England.....	+8	-16	11	4,020	+5	-2	9	2,383	111	105	119
Middle Atlantic.....	+17	+20	33	14,498	+10	+5	24	9,294	122	132	129
East North Central.....	+8	-8	42	10,027	+4	-2	29	8,737	103	107	96
West North Central.....	+13	-5	59	20,672	+3	+1	59	25,635	124	137	118
South Atlantic.....	+1	-1	10	2,763	+9	+18	4	1,478	108	108	91
Pacific.....	-3	+10	21	6,274	+22	+11	7	3,289	147	116	122
Retailer-cooperative warehouses.....	+9	+4	18	12,108	+8	+4	12	6,623	101	98	95
Specialty lines wholesalers.....	+6	+12	85	18,081	-5	+1	64	17,348	116	132	129
Middle Atlantic.....	+16	+29	16	5,262	+13	+9	12	4,558	94	99	115
East North Central.....	+1	+32	10	904	+8	0	7	350	79	69	88
South Atlantic.....	0	-1	16	1,961	0	0	11	1,949	110	110	107
West South Central.....	-8	-16	5	329	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+3	+7	27	7,335	-15	-6	23	8,562	154	190	168
Leather and shoe findings.....	-11	-1	23	335	-3	+3	12	1,006	568	506	653
Middle Atlantic.....	-18	-18	5	28	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	-6	-21	4	65	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-11	+5	6	156	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products.....	0	-3	38	18,366	-2	+11	34	6,374	39	41	35
Middle Atlantic.....	+1	-3	10	3,642	-4	+3	10	1,892	52	55	49
East North Central.....	+4	-9	13	6,554	-5	+15	12	2,162	36	39	28
Pacific.....	-18	-5	4	3,450	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Paper and its products.....	+4	+5	51	8,853	+2	-1	33	8,180	132	138	137
New England.....	+9	-17	4	253	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-1	+12	11	2,382	+6	-4	5	1,056	83	77	100
East North Central.....	+9	+16	16	3,822	+5	+2	11	2,927	96	101	102
South Atlantic.....	+1	-1	5	756	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	+1	-19	5	405	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+2	-14	6	936	-2	-3	6	2,267	242	252	214
Petroleum.....	+6	-10	29	6,432	-36	+4	28	3,831	60	100	52
Shoes and other footwear.....	-1	+69	31	21,110	+16	-6	28	31,445	151	130	272
Tobacco products.....	-4	-25	256	35,149	-3	0	153	16,328	69	69	55
New England.....	-5	-34	30	2,451	+12	-15	8	408	69	60	60
Middle Atlantic.....	-2	-27	51	11,073	-15	-9	32	6,434	74	86	62
East North Central.....	-4	-28	59	7,055	0	+5	36	2,593	62	58	43
West North Central.....	-5	-28	39	4,325	+5	+6	30	2,200	69	63	47
South Atlantic.....	-8	-13	25	4,880	+16	+7	19	2,956	74	59	62
East South Central.....	-5	-11	14	1,645	+12	+8	9	749	55	46	47
West South Central.....	-5	-4	20	1,704	-6	-2	8	398	51	53	50
Mountain.....	-4	-7	8	441	+5	+37	7	331	77	71	53
Pacific.....	0	-28	10	1,575	+16	+33	4	259	88	68	50
Wines and spirits ⁴	-8	-56	311	72,194	+8	-3	277	131,928	210	176	94
New England.....	0	-61	20	2,562	-4	-13	16	3,123	165	180	71
Middle Atlantic.....	-10	-65	50	18,120	+18	-3	48	36,789	230	173	80
East North Central.....	-4	-53	44	11,338	+14	-3	34	18,822	190	161	91
West North Central.....	-2	-41	44	7,930	+7	-5	37	11,670	210	195	124
South Atlantic.....	-12	-48	43	10,730	+10	+3	42	20,724	195	156	99
East South Central.....	-19	-56	12	1,827	+3	-1	10	4,742	312	242	136
West South Central.....	-9	-54	41	8,175	+4	+1	38	16,206	218	188	99
Mountain.....	-2	-32	19	2,583	+23	+8	18	3,681	167	135	106
Pacific.....	-14	-55	38	8,929	-9	-13	34	16,171	213	202	107
Miscellaneous.....	+2	+7	34	8,719	+10	-4	21	10,381	176	167	187

x Insufficient data to show separately.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.² The United States total and totals for some trades include a number of establishments not assigned to a geographic division.³ Not affiliated with voluntary or cooperative groups.⁴ Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

Note: Percentage changes are computed on an unweighted basis by summarizing all reports received in time for tabulation. Since coverage varies by kind of business and geographic division, depending upon participation of wholesalers in the reporting service, data shown may not necessarily represent trends of all wholesalers. They do reflect, however, the experience of those wholesalers submitting data in each of the periods for which comparisons are made.

States comprising geographic divisions

New England (Conn., Maine, Mass., N. H., R. I., Vt.)

Middle Atlantic (N. J., N. Y., Pa.)

East North Central (Ill., Ind., Mich., Ohio, Wis.)

West North Central (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)

South Atlantic (Del., D. C., Fla., Ga., Md., N. C., S. C., Va., W. Va.)

East South Central (Ala., Ky., Miss., Tenn.)

West South Central (Ark., La., Okla., Tex.)

South Central - East South Central and West South Central combined.

Mountain (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)

Pacific (Calif., Oreg., Wash.)

Inquiries concerning this report should be addressed to: Director, Bureau of the Census, Washington 25, D. C.

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U. S. DEPARTMENT OF COMMERCE
Sinclair Weeks, Secretary
BUREAU OF THE CENSUS
Robert W. Burgess, Director

WHOLESALE TRADE

REPORT

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FEBRUARY 1954

UNIVERSITY OF ILLINOIS

FOR RELEASE
APRIL 2, 1954

SALES AND INVENTORIES

Sales and inventory trends presented in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 4,373 wholesale establishments in various kinds of business.

SALES

February 1954 sales of merchant wholesalers increased 4 percent over the previous month but were down 3 percent below a year ago. Cumulative sales for the first two months of 1954 were 4 percent below the corresponding period of last year.

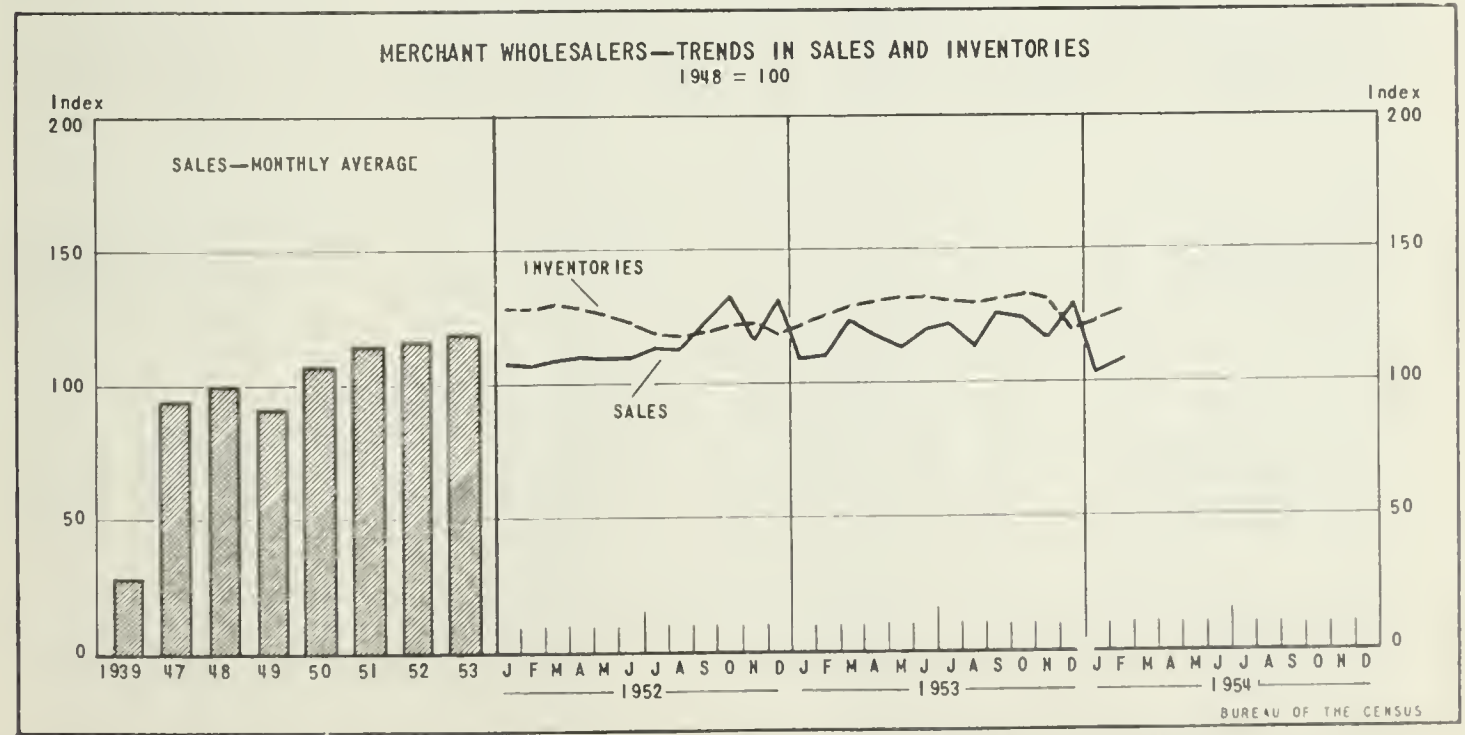
Sales increases ranging from 2 to 9 percent over the previous month were reported in all but one geographic division--the Pacific, which showed a decline of 3 percent. Compared with February sales a year ago, the New England and West North Central Divisions indicated small gains. However, the seven other divisions reported declines of 2 to 9 percent, the sharpest drop being shared by the Mountain and Pacific Divisions.

After sharp seasonal declines in January, almost all durable goods trades reflected increased sales in February. Jewelry wholesalers noted the principal increase (41%) while lumber and building materials distributors (22%) and automotive supplies wholesalers (18%) also showed significant gains. Trends among nondurable goods trades were more varied. Farm supplies, up seasonally 38 percent, led 11 trades showing gains, while coal, down 23 percent, reflected the sharpest drop of the 9 nondurable goods trades down from January. In comparison with February sales a year ago, 22 trades reported decreases, the sharpest decline (19%) being shown by electrical appliances and specialties wholesalers. Nonaffiliated full-line grocery wholesalers were down 2 percent from February 1953, but all other types of grocery wholesalers (voluntary group, retailer-cooperative, and specialty lines) experienced sales gains. Eleven other trades--mostly nondurables--also reported gains over a year ago.

INVENTORIES

Inventories (valued at cost) of wholesalers at the end of February rose 2 percent during the month and were up slightly (1%) over stocks on hand February 28, 1953. Based on reports of 3,432 establishments submitting inventory figures in conjunction with sales data, the February stock-sales ratio of 173 percent was 4 points below that reported for the previous month and 7 points higher than reported for February 1953.

All geographic divisions--with the exception of the Pacific Division (-4%)--reflected heavier inventories on hand than a month earlier. The Mountain Division, up 7 percent, experienced the largest increase over January 31 inventories. Compared with a year ago, however, the Mountain Division noted the principal decline (4%) among the five divisions reporting lower inventories.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.
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WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

FEBRUARY 1954

[Data are shown by geographic division, where possible without disclosure of individual operations]

Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change		February 1954 panel			Percent change, Feb. 1954 from--		February 1954 panel				
	Feb. 1954 from--		2 mo. 1954 from 2 mo. 1953 ²	Number of estab- lishments report- ing	Reported dollar values (add 000)	Feb. 1954 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)			
	Feb. 1953	Jan. 1954				Feb. 1953	Jan. 1954			Feb. 1954	Feb. 1953	Jan. 1954
United States, total ³	-3	+4	-4	4,373	\$763,838	+1	+2	3,432	\$1,097,800	173	166	177
New England.....	+1	+6	0	255	36,741	+2	+5	192	43,404	155	151	155
Middle Atlantic.....	-5	+3	-5	748	144,593	+4	+2	568	174,021	160	145	166
East North Central.....	-3	+2	-2	855	146,388	+1	+3	695	199,139	156	150	156
West North Central.....	+2	+9	0	555	106,325	-1	+2	417	169,656	184	192	195
South Atlantic.....	-4	+5	-6	550	86,868	+3	+4	435	133,701	182	171	184
East South Central.....	-4	+5	-8	210	32,654	-2	+2	164	52,537	188	184	195
West South Central.....	-2	+6	-6	399	69,857	-3	+4	313	109,312	188	189	192
Mountain.....	-9	+5	-9	187	23,450	-4	+7	163	39,279	186	177	182
Pacific.....	-9	-3	-9	562	92,157	-2	-4	433	134,240	184	169	186
Automotive supplies.....	-8	+18	-8	401	18,087	+1	+3	241	19,605	318	277	307
New England.....	+2	+12	-7	21	585	+7	+7	18	848	321	285	263
Middle Atlantic.....	-18	-15	-11	50	901	+1	-1	47	2,744	336	273	289
East North Central.....	-6	+14	-9	77	3,519	+3	+6	63	6,174	296	256	284
West North Central.....	-10	+21	-7	102	4,464	-2	+8	25	1,948	327	292	297
South Atlantic.....	-6	+27	-9	22	2,868	+2	-1	16	1,573	262	322	321
East South Central.....	-6	+45	-7	11	1,935	-11	+4	6	1,188	378	247	448
West South Central.....	-6	0	0	24	530	-5	+2	20	1,241	377	370	328
Mountain.....	-9	+9	-9	91	2,668	0	-4	44	3,817	336	281	333
Pacific.....	-9	+9	-9	91	2,668	0	-4	44	3,817	336	281	333
Electrical group, total.....	-5	+9	-3	727	146,980	-4	+8	651	213,538	157	157	159
Full-line wholesalers.....	-3	+10	-1	465	114,171	-4	+9	454	176,084	156	159	158
New England.....	+6	+13	+3	32	7,026	-3	+14	32	10,598	151	164	149
Middle Atlantic.....	-2	+13	-3	60	17,453	-1	+9	58	25,739	149	149	154
East North Central.....	-5	+6	-1	101	27,209	-4	+8	97	38,631	144	142	143
West North Central.....	+1	+16	+3	48	10,289	-5	+13	48	15,702	153	163	157
South Atlantic.....	0	+8	+5	71	17,381	+3	+12	68	29,708	177	172	170
East South Central.....	-8	+13	-10	29	5,688	-1	+7	28	10,105	184	168	196
West South Central.....	+2	+22	-2	48	10,968	-11	+11	48	18,664	170	194	187
Mountain.....	-4	+18	-5	21	4,200	-7	+11	21	6,192	147	153	156
Pacific.....	-9	+1	-7	55	13,957	-12	+4	54	20,745	150	155	146
Wiring supplies, construction materials distributors.....	0	+5	-3	151	11,344	-2	+4	110	14,540	173	176	171
New England.....	-6	-9	-3	16	781	-1	-2	7	456	158	174	144
Middle Atlantic.....	+4	+10	-3	33	1,273	0	+2	25	2,395	246	248	248
East North Central.....	+1	+7	+1	35	3,292	-7	+8	27	3,925	163	166	159
West North Central.....	+8	-10	0	10	1,159	-6	+10	8	1,619	240	248	160
South Atlantic.....	-2	+13	-5	26	2,256	+3	+3	21	2,524	127	126	142
East South Central.....	-5	-3	-5	14	1,496	-3	-1	10	2,108	195	198	178
West South Central.....	-19	+13	-17	6	360	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	-19	+13	-17	6	360	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+6	+25	-2	11	727	+15	+2	10	1,233	170	158	208
Appliances and specialties wholesalers.....	-19	+6	-13	111	21,465	-4	+3	87	22,914	158	137	163
New England.....	-12	+16	-8	8	2,317	-15	-3	6	1,867	90	89	106
Middle Atlantic.....	-24	+5	-15	28	9,069	-7	-4	19	5,127	153	137	156
East North Central.....	-19	-12	-10	18	2,640	+6	+12	12	3,591	191	135	156
West North Central.....	-8	+9	-1	12	1,526	-1	-9	11	2,401	161	151	192
South Atlantic.....	-6	+25	-13	16	1,634	+6	+14	16	2,894	177	157	195
East South Central.....	-19	+21	-15	13	1,649	-6	+6	10	2,785	178	156	207
West South Central.....	-9	+6	-7	7	1,042	-13	+6	7	1,805	173	181	172
Mountain.....	-26	+1	-26	9	1,588	-2	+4	6	2,444	169	123	165
Pacific.....	-26	+1	-26	9	1,588	-2	+4	6	2,444	169	123	165
Furniture and house furnishings.....	-13	+11	-14	83	12,427	-9	+1	65	23,404	218	203	237
New England.....	-8	+28	-8	6	752	+7	+6	5	1,283	181	152	220
Middle Atlantic.....	+6	+13	-2	13	1,976	-7	+10	9	3,296	249	256	256
East North Central.....	-16	+3	-7	9	1,572	-8	+7	8	3,767	259	237	249
West North Central.....	-11	+13	-7	12	1,734	-14	+1	12	4,169	240	248	269
South Atlantic.....	-15	+23	-16	11	731	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East South Central.....	-19	+21	-21	12	1,747	-11	-2	12	3,468	199	182	245
West South Central.....	-21	-4	-28	6	685	-12	0	5	1,709	265	240	266
Mountain.....	-18	+4	-20	11	3,033	-9	-6	9	4,685	166	148	182
Pacific.....	-18	+4	-20	11	3,033	-9	-6	9	4,685	166	148	182
Hardware.....	-10	+12	-10	161	50,199	-1	+4	137	139,528	312	287	340
Middle Atlantic.....	-19	+3	-12	34	6,350	-2	+9	28	18,082	323	265	312
East North Central.....	-6	+25	-7	29	10,602	-4	+5	28	27,310	264	259	314
West North Central.....	-5	+18	-6	20	9,282	-2	+4	20	31,744	342	332	388
South Atlantic.....	-10	-1	-13	20	3,635	+2	+3	16	10,684	343	301	330
East South Central.....	+3	+21	-7	13	3,877	-1	+4	11	8,958	256	270	304
West South Central.....	-3	+7	-3	18	4,728	+5	+2	12	9,072	304	293	327
Mountain.....	-10	+17	-11	7	1,554	-4	+9	5	3,326	452	412	450
Pacific.....	-18	+4	-15	17	9,719	0	0	14	29,340	336	275	352
Industrial supplies.....	-7	+5	-9	135	17,626	+3	+3	114	35,962	237	207	240
New England.....	-7	+2	-6	12	1,188	-10	+4	11	2,891	285	286	263
Middle Atlantic.....	-12	+2	-12	28	3,221	+8	0	23	6,167	210	170	210
East North Central.....	-15	+2	-14	21	4,115	+8	-1	20	8,522	211	166	216
West North Central.....	-18	+14	-16	9	665	-7	+2	8	1,430	299	258	324
South Atlantic.....	+3	+12	-4	20	1,631	+4	0	17	3,922	256	251	286
East South Central.....	-7	+4	-9	8	1,608	-6	+2	8	4,692	292	289	295
West South Central.....	+7	+9	+1	28	4,216	+6	+13	18	6,233	242	222	235
Mountain.....	-16	+6	-13	9	982	+5	+1	9	2,110	215	172	226
Pacific.....	-16	+6	-13	9	982	+5	+1	9	2,110	215	172	226
Jewelry.....	-8	+41	-11	120	4,288	-5	-1	65	10,392	343	335	521
New England.....	-3	+30	0	7	319	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-8	+31	-12	36	1,501	-10	-7	20	2,994	350	357	488
East North Central.....	-10	+55	-17	35	1,139	-6	-1	18	3,450	337	322	522
West North Central.....	+1	+79	+1	12	630	0	+4	10	2,255	365	363	631
South Atlantic.....	-9	+27	-7	6	228	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East South Central.....	-6	+1	-10	5	137	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	-6	+1	-10	5	137	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	-18	+31	-13	16	328	-1	-5	9	767	412	375	609
Pacific.....	-18	+31	-13	16	328	-1	-5	9	767	412	375	609

See footnotes at end of table.

WHOLESALESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

Page 3

FEBRUARY 1954

[Data are shown by geographic division, where possible without disclosure of individual operations]

Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change		February 1954 panel			Percent change, Feb. 1954 from--		February 1954 panel				
	Feb. 1954 from--		Number of estab- lishments reporting	Reported dollar values (add 000)		Feb. 1954 from--		Number of estab- lishments reporting	Reported dollar values (add 000)	Feb. 1954	Feb. 1953	Jan. 1954
	Feb. 1953	Jan. 1954				Feb. 1953	Jan. 1954					
Lumber and building materials.....	-5	+22	-13	82	\$10,065	-6	-2	65	\$12,819	168	168	214
Middle Atlantic.....	+33	+28	+1	15	2,219	+15	-9	10	1,183	65	82	94
East North Central.....	-25	+3	-20	11	829	+3	+3	9	1,270	195	132	200
West North Central.....	-8	+8	-13	6	530	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	+4	+17	-8	10	1,527	0	-8	8	1,589	201	205	248
South Central.....	-8	+8	-9	4	776	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	-15	+29	-20	15	1,676	-13	+5	14	3,165	200	192	252
Pacific.....	-24	+31	-26	7	960	+4	-10	6	2,085	222	161	322
Machinery equipment, supplies (except electrical).....	-8	+14	-11	44	7,340	-3	0	33	14,498	235	218	271
New England.....	-12	+1	-12	5	342	-6	0	4	978	364	334	382
Middle Atlantic.....	-17	-4	-15	8	1,103	+2	-2	5	1,882	187	152	185
East North Central.....	+9	+12	+11	10	1,610	+7	0	7	1,867	195	205	234
South Atlantic.....	0	+6	-4	5	738	0	+10	4	2,221	322	328	307
South Central.....	+6	+20	-13	6	1,531	-4	-1	5	4,296	283	311	347
Pacific.....	-34	+12	-31	7	805	-6	-1	5	1,990	386	225	400
Metals.....	-18	-1	-17	49	13,085	+11	+1	45	27,456	214	158	208
Paints and varnishes.....	-7	+3	-4	48	5,288	+14	+2	44	16,662	321	261	325
Plumbing and heating supplies.....	-9	+8	-15	133	13,162	-3	+4	115	29,735	239	222	248
New England.....	+1	+1	-9	6	245	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-15	-4	-17	30	1,731	-2	+4	23	3,698	254	218	237
East North Central.....	-7	+5	-7	17	1,182	+5	+6	15	3,188	304	272	305
West North Central.....	-3	+3	+2	15	1,273	-3	+4	13	3,162	266	265	262
South Atlantic.....	-8	+10	-13	38	6,096	-2	+4	38	13,679	224	211	236
East South Central.....	-22	+16	28	10	1,244	-11	+2	9	2,906	170	155	181
Refrigeration equipment, parts (commercial).....	+5	+8	+7	71	1,622	+7	+3	67	4,202	309	302	334
Middle Atlantic.....	+12	0	+17	13	460	+8	+8	11	982	264	252	248
East North Central.....	+20	+43	+11	13	189	+18	-3	13	688	364	370	539
South Atlantic.....	0	+4	+2	24	468	+10	+10	24	1,569	335	306	318
South Central.....	+9	-11	+27	5	171	+5	+4	4	237	269	352	324
Pacific.....	+12	+52	+1	9	163	-14	-4	8	299	329	384	505
Surgical, medical equipment, supplies.....	+1	-1	-1	31	4,957	+11	+4	26	6,741	147	134	140
Middle Atlantic.....	+22	-3	+10	6	855	+9	+2	5	1,039	132	153	126
East North Central.....	-8	-1	-7	11	2,214	+9	+6	8	3,051	156	131	144
South Atlantic.....	-8	-5	-3	5	790	+16	+6	5	1,087	138	109	124
South Central.....	-3	+4	-5	4	532	+3	+1	4	732	138	129	141
Beer.....	-4	+11	-8	37	1,386	+10	-7	32	786	61	54	72
Middle Atlantic.....	-3	+18	-9	7	297	+15	-15	6	82	28	23	39
East North Central.....	+4	+9	0	10	440	-1	+1	10	224	51	54	55
West North Central.....	-14	+13	-12	5	79	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	-10	+9	-14	4	293	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-5	+6	-8	8	243	+13	0	8	212	87	73	93
Chemicals, industrial.....	+1	+7	-2	15	2,924	+12	0	11	1,716	66	60	72
Clothing and furnishings (except shoes).....	+1	+15	-6	17	3,703	+22	+4	10	4,742	189	156	171
Coal.....	-11	-23	-1	20	3,466	-28	-16	18	2,762	83	101	75
Confectionery.....	-2	0	-5	36	1,013	+2	+3	19	585	128	113	125
Middle Atlantic.....	-4	-2	-7	8	341	-2	+1	4	205	138	115	128
East North Central.....	+4	+5	-3	4	99	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	-4	-1	-8	8	154	+4	-1	5	113	105	96	107
East South Central.....	+1	0	-2	9	179	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Dairy and poultry products.....	+9	+3	+3	25	6,933	+17	-4	18	2,158	34	32	37
Drugs and sundries (liquor excluded).....	-7	-9	-10	202	61,026	+2	-1	160	99,622	202	184	185
New England.....	-2	-7	-4	12	2,787	+7	0	10	4,453	210	191	196
Middle Atlantic.....	-10	-9	-10	23	9,704	+6	0	16	11,305	189	159	173
East North Central.....	-6	-8	-7	26	10,311	+5	+1	19	14,270	186	166	169
West North Central.....	-5	-11	-11	19	6,088	+3	-1	17	10,418	198	182	179
South Atlantic.....	-9	-9	-12	29	7,082	0	+1	22	11,284	206	185	183
East South Central.....	-8	-6	-13	19	3,652	+2	-3	13	6,273	208	189	205
West South Central.....	-3	-9	-12	35	8,438	-5	-1	28	17,004	243	247	224
Mountain.....	-10	-13	-15	12	1,999	-5	0	10	4,677	248	233	217
Pacific.....	-7	-9	-7	27	10,965	+5	-2	25	19,938	183	161	170
Dry goods.....	-6	+10	-10	150	35,854	-3	-1	120	68,693	231	228	240
New England.....	-17	+7	-17	6	468	-14	-6	6	956	204	197	233
Middle Atlantic.....	-9	-4	-15	39	5,581	+1	+4	26	7,136	285	256	268
East North Central.....	-7	+12	-10	13	4,101	-9	-1	13	6,602	161	165	183
West North Central.....	0	+18	-7	18	13,714	-2	-4	16	32,696	239	244	295
South Atlantic.....	-12	+11	-12	21	3,485	-4	+3	16	7,734	234	216	250
East South Central.....	-5	-4	-8	14	1,312	+1	+4	9	3,062	309	290	283
West South Central.....	-4	+1	-6	12	2,225	-15	+14	12	3,901	175	199	157
Mountain.....	+5	+18	+4	6	433	-9	+2	6	1,368	316	342	365
Pacific.....	-12	+13	-13	21	4,335	+2	-6	16	5,238	251	228	299
Farm supplies.....	+9	+38	+2	19	7,253	+2	-11	10	2,636	62	70	87
Fresh fruits and vegetables.....	-3	-3	-4	61	4,668	+1	0	38	937	35	34	34
New England.....	-1	-11	-10	4	102	-4	+26	4	24	24	24	17
Middle Atlantic.....	-5	+5	-9	19	1,115	-18	-14	11	36	9	10	11
East North Central.....	-5	-11	-3	13	1,207	-11	0	5	34	24	24	22
West North Central.....	-12	-15	-11	7	436	+1	-5	7	219	5	44	44
South Atlantic.....	-8	-2	-8	6	294	-25	-22	5	62	23	28	24
East South Central.....	-12	-13	-6	5	259	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+5	+2	+2	4	950	(x)	(x)	(x)	(x)	(x)	(x)	(x)

See footnotes at end of table.

WHOLESALESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

FEBRUARY 1954

[Data are shown by geographic division, where possible without disclosure of individual operations]

Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change		February 1954 panel			Percent change, Feb. 1954 from--		February 1954 panel				
	Feb. 1954 from--		2 mo. 1954 from 2 mo. 1953 ²	Number of estab- lishments report- ing	Reported dollar values (add 000)	Feb. 1954 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)			
	Feb. 1953	Jan. 1954				Feb. 1953	Jan. 1954			Feb. 1954	Feb. 1953	Jan. 1954
Groceries, total.....	+5	-6	+4	835	\$138,133	+2	+5	661	\$140,325	136	139	121
Nonaffiliated full-line wholesalers ⁴	-2	-5	-5	543	52,111	-1	+6	448	59,955	142	140	126
New England.....	+3	-8	0	7	1,433	-5	0	6	2,581	189	205	174
Middle Atlantic.....	+7	-9	+4	18	3,042	+16	0	11	4,062	164	151	147
East North Central.....	+2	-9	0	134	9,572	-1	+7	126	12,171	141	145	119
West North Central.....	-5	-8	-6	60	5,518	+3	+5	47	6,315	146	133	130
South Atlantic.....	-3	-6	-5	65	7,627	+2	+9	35	7,582	154	145	134
East South Central.....	0	0	-5	34	3,691	+1	+8	26	4,194	149	146	140
West South Central.....	+1	+4	-6	95	12,729	-5	+7	72	13,231	136	142	130
Mountain.....	-22	-15	-12	21	2,010	-2	+25	21	3,497	174	139	118
Pacific.....	-9	-10	-9	109	6,489	-12	-4	104	6,322	108	110	100
Voluntary-group wholesalers.....	+12	-3	+11	186	60,950	+8	+8	137	58,333	131	133	119
New England.....	+32	+13	+19	10	4,263	+3	+3	7	1,910	126	134	111
Middle Atlantic.....	+18	-12	+18	30	11,885	+12	+7	22	8,245	142	134	113
East North Central.....	+8	-3	+8	41	10,735	+10	+10	28	9,598	114	113	103
West North Central.....	+16	+3	+14	59	21,206	+9	+9	59	27,889	132	140	124
South Atlantic.....	+5	-6	+3	13	2,897	+6	+1	7	2,056	139	136	121
Pacific.....	-3	-13	-3	26	5,467	+9	-14	7	2,401	145	127	148
Retailer-cooperative warehouses.....	+7	-12	+8	16	10,192	-3	-4	11	5,867	107	126	102
Specialty lines wholesalers.....	+1	-18	-4	90	14,880	-6	+1	65	16,170	147	162	124
Middle Atlantic.....	+2	-24	+10	16	4,003	+6	+7	7	3,249	145	153	105
East North Central.....	+10	-11	+5	10	807	+10	+3	7	361	74	73	79
South Atlantic.....	-6	-16	-3	18	1,778	+5	0	13	2,231	138	123	116
East South Central.....	-9	-22	-2	5	531	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	+2	0	-4	5	328	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	0	-17	+1	27	5,821	-18	-3	24	8,046	178	221	158
Leather and shoe findings.....	-8	+8	-10	24	367	-5	-1	11	991	597	531	584
Middle Atlantic.....	-19	-9	-18	4	21	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	+8	-2	+1	4	64	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central.....	-6	+2	-5	5	47	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-13	+20	-12	6	187	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products.....	-3	-12	-1	38	16,124	-10	-4	34	5,848	41	45	38
Middle Atlantic.....	-3	-14	-1	8	2,841	-16	-6	8	1,361	48	55	44
East North Central.....	-1	-11	+2	14	5,989	-17	-4	13	2,136	38	46	35
South Central.....	+5	-15	+11	4	3,250	-9	-9	4	1,292	40	46	37
Pacific.....	-12	-11	-15	5	3,237	+30	+1	4	772	37	27	33
Paper and its products.....	+3	-8	+4	57	8,530	+2	+1	36	8,788	146	152	135
Middle Atlantic.....	-2	-10	-2	11	2,032	+1	+1	6	1,151	96	95	85
East North Central.....	+7	-11	+8	20	3,732	+4	+3	14	3,072	117	122	105
South Atlantic.....	+1	-9	+1	6	713	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	+7	-4	+4	4	293	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-1	-6	+1	7	1,060	+1	-3	6	2,041	246	248	237
Petroleum.....	+9	-2	+7	28	6,226	-11	+21	27	4,568	73	90	60
Shoes and other footwear.....	+5	+8	+2	32	24,042	+14	-7	30	30,920	130	120	150
Tobacco products.....	-4	0	-4	261	36,059	-2	+5	153	17,336	72	70	69
New England.....	-6	+7	-5	26	2,541	+8	+7	8	438	63	54	69
Middle Atlantic.....	-3	0	-3	58	12,387	-12	+7	36	7,648	77	85	72
East North Central.....	-4	0	-4	60	7,117	+10	+9	36	2,714	65	57	61
West North Central.....	-2	+4	-4	38	4,267	+1	0	29	2,030	71	68	72
South Atlantic.....	-6	-3	-7	23	4,410	+13	+1	17	2,796	75	62	71
East South Central.....	0	-4	-3	14	1,587	+2	-1	9	739	58	55	55
West South Central.....	-10	-8	-7	22	1,588	+2	+3	8	410	57	52	51
Mountain.....	-4	-2	-4	9	516	+16	+5	6	302	77	63	72
Pacific.....	-7	0	-4	11	1,646	+2	0	4	259	86	69	88
Wines and spirits ⁵	-3	+13	-5	321	83,482	+11	-8	286	124,111	166	147	207
New England.....	-11	+25	-7	24	4,049	+13	+13	17	3,627	145	128	178
Middle Atlantic.....	-2	+26	-5	50	24,183	+15	-7	49	35,951	160	135	224
East North Central.....	0	+8	-2	46	12,475	+12	-6	36	17,769	162	144	188
West North Central.....	+10	+14	+4	46	8,674	+4	-5	40	11,338	167	186	204
South Atlantic.....	-3	+15	-7	42	12,543	+14	-2	40	19,460	159	136	187
East South Central.....	-13	+8	-16	12	1,943	-3	-10	10	3,858	235	207	284
West South Central.....	-5	+17	-7	45	9,318	+3	-6	43	16,198	175	164	221
Mountain.....	-8	-4	-5	16	1,675	+2	-1	15	2,118	160	142	157
Pacific.....	-10	-12	-12	40	8,622	+13	-23	36	13,792	185	147	213
Miscellaneous.....	+39	-19	+39	25	8,151	-31	-2	16	5,239	88	198	72

x Insufficient data to show separately.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.² Includes reports received too late for inclusion in previous monthly trends.³ The United States total and totals for some trades include a number of establishments not assigned to a geographic division.⁴ Not affiliated with voluntary or cooperative groups.⁵ Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

Note: Percentage changes are computed on an unweighted basis by summarizing all reports received in time for tabulation. Since coverage varies by kind of business and geographic division depending upon participation of wholesalers in the reporting service, data shown may not necessarily represent trends of all wholesalers. They do reflect, however, the experience of those wholesalers submitting data in each of the periods for which comparisons are made.

States comprising geographic divisions

New England (Conn., Maine, Mass., N. H., R. I., Vt.)

Middle Atlantic (N. J., N. Y., Pa.)

East North Central (Ill., Ind., Mich., Ohio, Wis.)

West North Central (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)

South Atlantic (Del., D. C., Fla., Ga., Md., N. C., S. C., Va., W. Va.)

East South Central (Ala., Ky., Miss., Tenn.)

West South Central (Ark., La., Okla., Tex.)

South Central - East South Central and West South Central combined.

Mountain (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)

Pacific (Calif., Oreg., Wash.)

Inquiries concerning this report should be addressed to: Director, Bureau of the Census, Washington 25, D. C.

MONTHLY

WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE

Sinclair Weeks, Secretary

THE LIBRARY OF THE BUREAU OF THE CENSUS

Robert W. Burgess, Director

MAY 10 1954

UNIVERSITY OF

MARCH 1954

FOR RELEASE
MAY 4, 1954

SALES AND INVENTORIES

Sales and inventory trends presented in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 4,326 wholesale establishments in various kinds of business.

SALES

March 1954 sales of merchant wholesalers increased 11 percent over the previous month but were down 3 percent below a year ago. First-quarter 1954 sales were 4 percent below the corresponding period of last year.

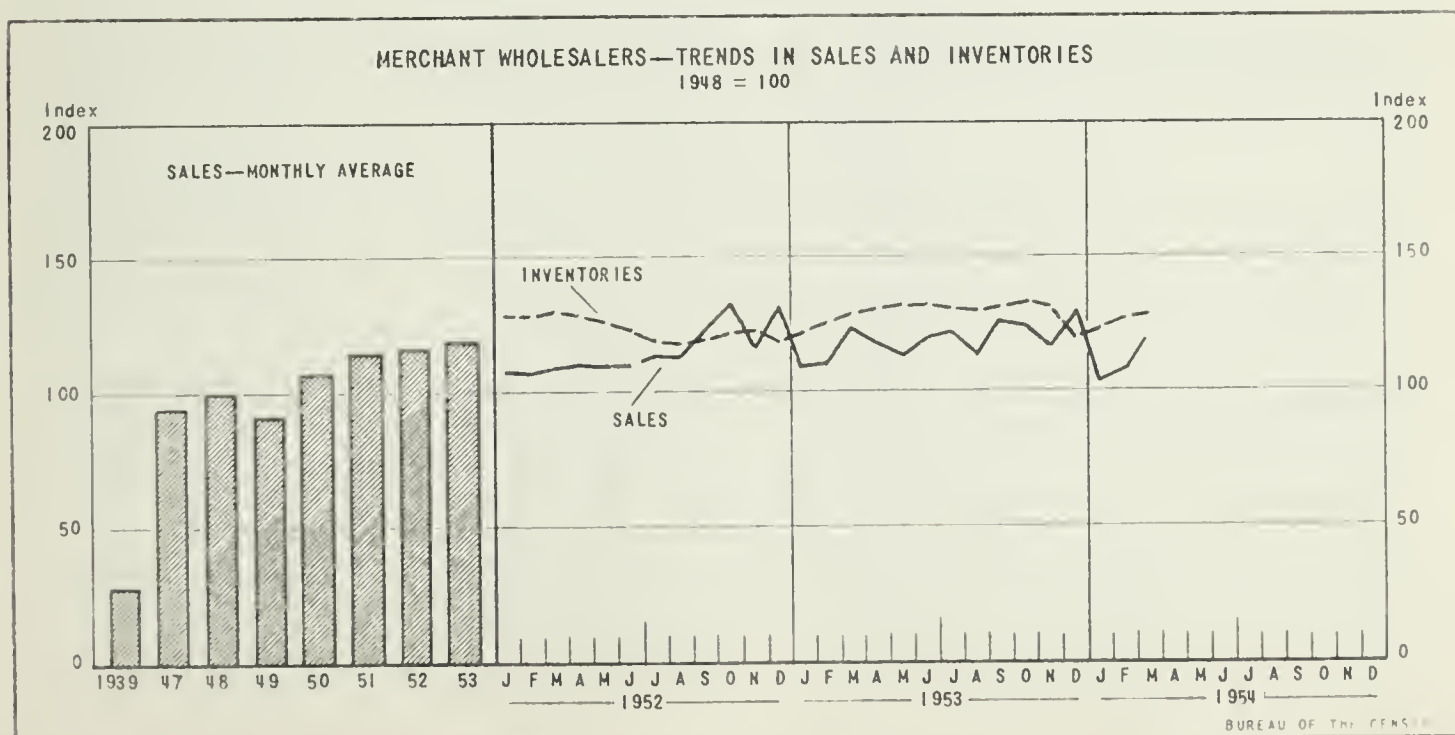
All geographic divisions experienced sales increases over a month earlier ranging from 7 to 17 percent, with the Pacific Division noting the largest gain. Compared with a year ago, only the West North Central Division showed a gain (3%) while all other divisions were down from 2 to 10 percent. The Mountain Division, which reported the sharpest drop from March 1953, also reflected the largest decline (10%) below first-quarter 1953 sales.

Of the 37 kinds of business covered in this report, 31 experienced sales gains over the previous month. Farm supplies wholesalers, up seasonally 47 percent, reflected the principal increase while retailer cooperative grocery warehouses (30%) and commercial refrigeration equipment and parts dealers (29%) also showed substantial gains. However, in comparison with sales of a year ago, most trades were below the March 1953 level--the most significant decline (18%) noted by electrical appliances and specialties wholesalers. Of the nine kinds of business showing gains over last year, commercial refrigeration and parts wholesalers, up 12 percent, reflected the only increase in the durable goods trade. In the grocery group, gains were reflected by retailer cooperative warehouses (12%) and voluntary group wholesalers (9%) but full-line grocery wholesalers showed no change and specialty lines sales dropped 7 percent below March 1953. Seven other non-durable trades, led by dairy and poultry products wholesalers (up 7%) also reported gains over a year ago.

INVENTORIES

Inventories (valued at cost) of wholesalers at the end of March were up slightly (1%) during the month but were 2 percent below inventories of a year ago. Based on reports of 3,349 establishments submitting inventory figures in conjunction with sales data, the March stock-sales ratio of 157 percent was 14 points below that reported for the previous month but was 3 points higher than reported for March 1953.

While most divisions indicated inventories 1 to 6 percent higher than a month earlier, the West North Central Division reported a 2 percent decline and the Middle Atlantic Division showed no change. However, compared with stocks on hand a year ago, seven divisions reflected smaller inventories--the principal decline (7%) reported in the Mountain Division. The Middle Atlantic Division reported the only increase (1%) while the South Atlantic Division showed no change.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

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WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

MARCH 1954

[Data are shown by geographic division, where possible without disclosure of individual operations.]

Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change		March 1954 panel			Percent change, Mar. 1954 from--		March 1954 panel				
	Mar. 1954 from--		3 mo. 1954 from 3 mo. 1953 ²	Number of estab- lishments report- ing	Reported dollar values (add 000)	Mar. 1954 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)			
	Mar. 1953	Feb. 1954				Mar. 1953	Feb. 1954			Mar. 1954	Mar. 1953	Feb. 1954
United States, total ³	-3	+11	-4	4,326	\$849,223	-2	+1	3,349	\$1,059,599	157	154	171
New England.....	-2	+7	-1	261	38,304	-3	+2	182	39,350	145	144	152
Middle Atlantic.....	-4	+13	-4	761	162,383	+1	0	560	163,010	136	129	156
East North Central.....	-3	+8	-1	838	158,446	-3	+1	682	188,968	142	140	152
West North Central.....	+3	+13	+1	511	116,828	-2	-2	410	164,183	169	177	189
South Atlantic.....	-3	+8	-5	545	94,409	0	+1	427	134,215	172	164	185
East South Central.....	-4	+11	-7	212	36,003	-4	+3	161	49,756	174	172	186
West South Central.....	-2	+7	-5	404	74,644	-4	+3	308	110,152	183	185	189
Mountain.....	-10	+14	-10	179	28,068	-7	+3	150	40,566	168	162	185
Pacific.....	-7	+17	-3	562	114,508	-6	+6	416	129,211	158	153	171
Automotive supplies.....	-2	-3	-6	355	16,463	-8	+3	245	41,310	319	343	301
New England.....	-4	+23	-6	21	701	-17	0	10	1,478	285	348	370
Middle Atlantic.....	-14	-3	-12	54	933	+1	+1	48	2,764	363	300	336
East North Central.....	-9	-2	-9	72	3,252	-6	+1	67	9,809	311	307	304
West North Central.....	+10	-3	-2	63	3,669	-12	+5	30	7,637	329	434	325
South Atlantic.....	0	-11	-6	21	2,533	-9	+5	19	7,789	312	343	264
West South Central.....	-2	-19	-6	12	1,520	-11	+9	10	5,673	334	428	285
Mountain.....	+7	+34	+2	23	577	-1	+4	19	1,293	324	367	377
Pacific.....	-9	+4	-9	85	2,676	-4	-3	33	3,255	266	243	320
Electrical group, total.....	-8	+6	-5	712	154,225	-6	+4	649	225,117	154	151	158
Full-line wholesalers.....	-7	+7	-4	475	123,812	-6	+5	466	189,152	154	152	157
New England.....	-8	-3	-1	33	6,979	-5	+1	33	10,951	157	152	151
Middle Atlantic.....	-5	+10	-4	64	19,898	-5	+2	61	26,935	137	137	149
East North Central.....	-10	+1	-5	98	27,106	-2	+6	96	41,072	153	141	145
West North Central.....	+3	+9	+3	48	11,195	-15	0	48	15,777	141	172	153
South Atlantic.....	-6	+2	+1	71	17,580	+1	+4	69	30,907	180	166	177
East South Central.....	-6	+10	-9	29	6,260	-2	+5	28	10,610	173	167	184
West South Central.....	-5	+6	-3	49	12,077	-6	+8	49	21,522	178	180	175
Mountain.....	-8	+11	-6	21	4,668	-5	+9	21	6,734	144	140	147
Pacific.....	-11	+18	-8	62	18,049	-15	+7	61	24,644	138	143	152
Wiring supplies, construction materials distributors.....	-5	+7	-4	129	11,055	-5	0	94	12,753	151	153	168
New England.....	-2	+9	-3	13	688	0	+1	5	221	118	151	151
Middle Atlantic.....	-1	+13	-3	28	1,140	+4	+1	20	1,829	199	195	229
East North Central.....	+1	+12	+1	35	4,065	-6	+1	29	4,841	148	158	172
West North Central.....	+2	+12	+1	9	1,043	-5	-2	7	1,064	192	209	241
South Atlantic.....	-17	-4	-9	19	1,842	-5	-4	15	1,866	113	97	112
South Central.....	-8	+9	-6	14	1,478	-8	+3	11	1,823	155	165	179
Mountain.....	-20	-2	-18	6	351	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-4	-6	-3	5	448	-6	-8	4	796	178	184	183
Appliances and specialties wholesalers.....	-18	+2	-13	108	19,358	-12	+2	89	23,212	155	144	158
New England.....	-16	-6	-6	13	1,943	-22	+6	11	1,793	106	111	92
Middle Atlantic.....	-19	-2	-13	23	6,601	-3	+1	17	5,410	150	124	149
East North Central.....	-7	+7	-9	14	2,740	-5	0	9	3,407	164	160	190
West North Central.....	-6	+16	-3	11	1,641	-7	+4	11	2,251	137	138	153
South Atlantic.....	-13	+1	-13	16	1,714	+5	+6	16	3,128	182	151	174
South Central.....	-27	-5	-19	11	1,513	-19	-2	9	2,681	183	163	177
Mountain.....	-37	-6	-22	9	1,422	-29	-2	8	2,116	184	170	175
Pacific.....	-17	+26	-23	11	1,784	-26	+8	8	2,421	154	163	176
Furniture and house furnishings.....	-9	+21	-12	85	15,319	-11	+3	68	24,901	184	186	219
New England.....	+2	+23	-4	6	923	-1	+5	5	1,347	155	155	181
Middle Atlantic.....	-6	+17	-3	14	2,475	-10	-1	10	3,621	199	202	250
East North Central.....	-9	+30	-8	9	2,037	-7	+4	8	3,916	207	206	259
West North Central.....	-10	+15	-8	13	2,018	-14	+3	15	4,355	216	227	241
South Atlantic.....	-9	+18	-13	12	991	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	-24	+5	-22	12	1,826	-11	+7	12	3,694	202	175	199
Mountain.....	+2	+28	-11	9	2,797	-15	+4	9	4,544	162	195	200
Pacific.....	-15	+34	-19	7	2,010	-8	+2	5	2,068	115	107	157
Hardware.....	-8	+20	-9	156	59,410	-2	-3	130	137,934	263	247	325
Middle Atlantic.....	-8	+38	-11	30	8,044	+18	+4	24	17,074	242	188	324
East North Central.....	-3	+15	-6	30	12,307	-4	+3	29	28,401	237	240	265
West North Central.....	-3	+18	-5	19	10,662	-5	-16	19	30,844	239	295	408
South Atlantic.....	-13	+13	-13	20	4,133	-2	-1	16	10,589	300	261	342
East South Central.....	-12	+5	-9	10	4,016	-2	+6	8	9,218	260	232	254
West South Central.....	-3	+10	-3	18	5,203	+2	0	12	9,074	284	267	304
Mountain.....	-33	+45	-22	7	2,102	-15	+3	4	2,895	290	193	444
Pacific.....	-9	+27	-13	19	12,607	-6	-1	15	29,168	262	254	336
Industrial supplies.....	-8	+11	-8	150	21,304	0	+1	126	39,474	211	193	234
New England.....	+2	+17	-3	15	1,730	-3	+3	13	3,634	235	243	274
Middle Atlantic.....	-6	+11	-10	28	3,318	+2	+1	22	5,813	196	180	218
East North Central.....	-14	+14	-14	24	5,142	+6	+1	22	8,766	180	143	203
West North Central.....	0	+11	-8	16	1,910	-4	+2	15	3,243	175	183	188
South Atlantic.....	-10	+6	-7	21	1,855	+3	+1	18	4,573	264	228	276
East South Central.....	-5	+14	-7	8	1,827	-4	+2	8	4,856	266	263	296
West South Central.....	-6	+6	-2	28	4,458	-3	0	18	6,250	216	210	242
Pacific.....	-8	+9	-12	10	1,064	+2	-2	10	2,339	220	198	244
Jewelry.....	-15	+20	-13	117	5,047	-11	+1	70	11,055	291	283	354
New England.....	-7	+18	-3	7	361	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-13	+23	-13	39	1,930	-22	+2	20	3,041	268	305	350
East North Central.....	-20	+23	-18	31	1,335	-8	-2	20	3,458	283	256	356
West North Central.....	-8	+16	-3	12	696	-3	-4	10	2,040	298	282	360
South Atlantic.....	-19	+1	-12	6	230	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	-10	+4	-10	5	143	+2	+2	4	538	390	351	395
Pacific.....	-21	+18	-15	14	339	-12	+15	9	1,223	420	388	451

See footnotes at end of table.

WHOLESALE SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

MARCH 1954

[Data are shown by geographic division, where possible with unit value of individual operation.]

Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change		March 1954 panel			Percent change, Mar. 1954 from--		March 1954 panel		Mar. 1954	Mar. 1953	Feb. 1954
	Mar. 1953	Feb. 1954	3 mo. 1953 ²	Number of estab- lishments report- ing	Reported dollar values (add 000)	Mar. 1953	Feb. 1954	Number of estab- lishments report- ing	Reported dollar value (add 000)			
Lumber and building materials.....	0	+4	-2	79	\$13,705	-2	+5	60	\$14,276	137	140	162
Middle Atlantic.....	+15	+28	+6	16	3,216	+29	+16	10	1,707	71	64	75
East North Central.....	-1	+30	-10	12	892	+3	+1	9	1,732	108	107	142
West North Central.....	+10	+23	-4	7	741	+12	+21	4	451	110	100	113
South Atlantic.....	0	+12	-5	12	1,715	-1	0	10	1,591	176	190	201
South Central.....	-1	+14	-6	4	886	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	-2	+56	-13	7	2,273	-10	+5	6	3,312	155	172	200
Pacific.....	-19	+23	-23	7	1,180	+14	+7	6	2,241	193	136	222
Machinery equipment, supplies (except electrical).....	-13	+4	-12	50	8,084	-3	+2	39	16,886	242	216	251
New England.....	-4	+24	-9	5	425	-3	-2	4	962	303	289	364
Middle Atlantic.....	-20	+15	-17	10	1,270	-2	-1	7	1,861	159	129	187
East North Central.....	-7	+1	+3	11	2,119	-1	+1	8	3,962	250	229	287
South Atlantic.....	-11	+3	-7	8	783	-5	0	7	2,248	307	286	315
South Central.....	-14	-13	-13	6	1,327	+3	+4	5	4,487	343	285	283
Pacific.....	-23	+29	-28	7	1,039	-12	+3	5	2,042	274	252	386
Metals.....	-16	+17	-17	47	14,971	+4	0	42	26,615	181	148	213
Paints and varnishes.....	-5	+10	-4	48	5,766	+5	0	44	16,749	297	267	325
Plumbing and heating supplies.....	-5	+17	-11	132	15,631	-6	+2	114	29,837	215	217	247
New England.....	-2	+11	-7	6	272	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-10	+27	-15	30	2,194	-4	+1	23	3,720	197	186	254
East North Central.....	-5	+13	-6	16	1,295	+2	+3	14	3,122	279	257	302
West North Central.....	+2	+7	+2	16	1,386	-1	+6	14	3,439	267	276	269
South Atlantic.....	-5	+17	-10	39	7,138	-7	+1	39	13,397	195	199	226
East South Central.....	-9	+21	-22	10	1,503	-12	+3	9	3,003	203	208	237
Refrigeration equipment, parts (commercial).....	+12	+29	+9	75	2,275	+6	+6	64	4,404	262	259	308
Middle Atlantic.....	+6	+30	+13	14	727	-10	-2	11	967	193	207	264
East North Central.....	+14	+14	+12	16	281	+28	+12	13	769	356	323	364
West North Central.....	+35	+28	-5	5	158	-5	+20	5	395	250	356	267
South Atlantic.....	-2	+29	0	24	561	+10	+5	24	1,642	293	261	335
Pacific.....	+69	+53	+23	9	230	+7	+4	7	263	302	378	332
Surgical, medical equipment, supplies.....	-1	-9	-1	34	5,411	-4	+6	27	6,781	147	149	153
Beer.....	-1	+3	-	36	1,488	-2	+3	32	777	57	58	66
Middle Atlantic.....	+6	+27	-3	9	426	-6	+11	8	126	30	34	34
East North Central.....	-1	+11	0	9	314	-14	-8	8	150	52	60	62
South Atlantic.....	-7	+11	-12	4	325	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+3	+25	-4	8	304	0	+1	8	215	71	73	87
Chemicals, industrial.....	-3	-11	-6	17	2,607	+3	+2	12	1,749	78	64	66
Clothing and furnishings (except shoes).....	-11	-10	-8	13	3,283	-3	-13	10	4,107	165	156	189
Coal.....	-5	+7	-2	20	3,717	-26	-14	18	2,370	66	85	83
Confectionery.....	+2	+12	-1	42	1,418	-1	+4	34	800	102	107	116
Middle Atlantic.....	0	+22	-4	9	452	-6	-7	5	217	97	97	130
East North Central.....	+12	+11	+2	4	110	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	+2	+16	-4	10	235	-13	+19	6	166	101	122	98
East South Central.....	-4	+7	-3	9	192	-29	-13	5	20	43	64	58
West South Central.....	0	+8	-1	1	186	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Dairy and poultry products.....	+7	+2	+5	26	8,567	+24	-7	20	2,140	27	23	35
Drugs and sundries (liquor excluded).....	+4	+13	-5	203	69,359	(4)	(4)	(4)	(4)	(4)	(4)	(4)
New England.....	+8	+16	0	11	2,864							
Middle Atlantic.....	0	+12	-6	25	11,339							
East North Central.....	+9	+12	-1	29	12,339							
West North Central.....	+6	+14	-5	19	6,812							
South Atlantic.....	+3	+14	-6	9	8,116							
East South Central.....	-2	+15	-9	18	4,142							
West South Central.....	+6	+11	-7	32	8,609							
Mountain.....	+1	+13	-1	13	1,361							
Pacific.....	+2	+16	-4	27	1,677	(4)	(4)	(4)	(4)	(4)	(4)	(4)
Dry goods.....	-3	+14	-7	121	40,562	-1	+1	124	68,548	207	233	219
New England.....	-3	+32	-11	6	348	-10	+11	7	1,064	164	176	204
Middle Atlantic.....	-3	+11	-11	15	7,050	0	-1	32	7,615	224	1	202
East North Central.....	-5	+13	-8	12	4,114	-11	-3	12	6,029	137	140	161
West North Central.....	+1	+10	-4	17	15,102	+4	+	16	33,306	221	216	229
South Atlantic.....	-13	+10	-12	10	3,732	-	+3	16	7,811	218	192	233
East South Central.....	-4	+15	-7	14	1,514	-2	-2	9	3,016	260	254	309
West South Central.....	-5	+9	-6	14	2,552	-13	+	14	4,306	169	185	181
Mountain.....	-11	+5	-2	5	418	-9	+5	5	1,337	320	313	321
Pacific.....	+1	+17	-5	1	4,952	-5	+1	14	4,014	197	208	221
Farm supplies.....	+11	+47	+6	22	10,707	+16	-4	12	6,694	53	56	61
Fresh fruits and vegetables.....	-11	+8	-7	14	5,484	-8	-7	41	912	30	27	34
New England.....	-3	+25	-7	7	289	-4	-4	6	51	27	28	38
Middle Atlantic.....	-3	+5	-6	12	1,389	-5	+	10	31	8	7	9
East North Central.....	-25	+6	-12	14	1,402	-2	+1	7	46	14	10	14
West North Central.....	-1	+36	-8	7	591	-11	-	7	212	31	40	50
South Atlantic.....	-19	-	-11	5	219	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East South Central.....	-1	+12	-5	4	212	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-8	+7	-2	4	1,011	(x)	(x)	(x)	(x)	(x)	(x)	(x)

See footnotes at end of table.

WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

MARCH 1954

[Data are shown by geographic division, where possible without disclosure of individual operations]

Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change		March 1954 panel			Percent change, Mar. 1954 from--		March 1954 panel				
	Mar. 1954 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)		Mar. 1954 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)	Mar. 1954	Mar. 1953	Feb. 1954
	Mar. 1953	Feb. 1954				Mar. 1953	Feb. 1954					
Groceries, total.....	+4	+12	+4	834	\$152,916	+4	+2	667	\$142,071	124	124	135
Nonaffiliated full-line wholesalers ⁵	0	+11	-3	552	58,050	0	+1	461	60,466	129	128	141
New England.....	+4	0	+1	6	1,172	+6	+12	5	2,318	211	209	187
Middle Atlantic.....	+8	+11	+5	18	3,208	+14	-4	11	3,748	145	137	169
East North Central.....	+3	+16	+1	136	11,251	+1	-3	129	12,129	119	121	141
West North Central.....	+3	+16	-3	58	6,337	-1	+2	45	6,139	125	129	142
South Atlantic.....	0	+11	-3	66	8,558	+3	0	37	7,786	139	133	153
East South Central.....	+3	+14	-2	39	4,783	-9	-6	31	4,308	114	130	139
West South Central.....	+1	+9	-4	99	13,821	-1	+1	76	13,360	127	131	136
Mountain.....	-12	+12	-12	23	2,161	-8	0	23	3,349	155	148	175
Pacific.....	-10	+7	-10	107	6,759	-1	+16	104	7,329	119	105	108
Voluntary-group wholesalers.....	+9	+6	+10	134	63,844	+8	+2	136	58,745	123	124	129
New England.....	+11	-7	+16	10	4,004	0	+1	7	2,009	117	127	127
Middle Atlantic.....	+6	+5	+14	32	12,615	+7	-2	22	8,089	129	121	142
East North Central.....	+14	+5	+10	42	11,282	+12	+1	30	9,943	109	113	112
West North Central.....	+15	+9	+15	59	22,469	+10	+4	59	27,659	123	128	130
South Atlantic.....	+6	+11	+4	12	3,062	+3	-3	6	1,742	111	120	135
Pacific.....	-2	+6	-2	23	5,791	+9	+8	6	3,006	140	118	139
Retailer-cooperative warehouses.....	+12	+30	+10	17	13,505	+6	+6	11	6,512	89	101	108
Specialty lines wholesalers.....	-7	+24	0	81	17,517	+1	+7	59	16,348	131	119	145
Middle Atlantic.....	-5	+17	+4	16	4,661	+8	-11	9	2,910	122	106	140
East North Central.....	-3	+13	+2	8	886	+10	+4	6	373	66	75	76
South Atlantic.....	+5	+33	0	13	2,011	+7	-3	9	1,766	97	95	134
East South Central.....	+6	+11	-1	4	245	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	-3	+18	-3	4	205	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-12	+30	-4	26	7,603	-4	+18	22	9,498	165	143	178
Leather and shoe findings.....	-3	+20	-7	25	443	-6	-1	12	982	442	442	587
Middle Atlantic.....	-9	+32	-14	6	41	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central.....	-12	+18	-7	4	46	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+2	+12	-7	6	209	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products.....	-2	+10	-1	38	17,799	-2	+11	33	6,868	43	45	43
Middle Atlantic.....	-9	+5	-4	10	3,329	-5	+12	10	2,003	60	57	56
East North Central.....	+5	+17	+3	12	6,634	-3	+19	10	2,417	40	43	39
South Central.....	+6	+10	+9	4	3,571	-8	0	4	1,291	36	41	40
Pacific.....	-15	+2	-15	5	3,314	+25	+11	4	856	38	29	37
Paper and its products.....	-1	+7	+2	53	8,942	+4	-1	33	7,665	126	121	133
New England.....	+4	+4	+8	6	340	+4	+1	5	383	199	207	191
Middle Atlantic.....	-3	+7	-2	12	2,483	-4	-2	7	1,160	78	81	82
East North Central.....	-2	+8	+4	16	3,602	+5	+2	10	2,885	97	92	102
South Atlantic.....	+7	+15	+3	5	800	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	+9	+10	+6	4	322	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-2	-2	0	6	1,037	-2	-5	5	1,947	249	245	246
Petroleum.....	+1	0	+5	28	6,700	-19	-13	28	4,062	61	76	70
Shoes and other footwear.....	-2	-2	+1	35	23,992	+11	-8	32	29,213	124	110	132
Tobacco products.....	+4	+13	-1	259	40,371	-7	-4	156	16,835	61	68	71
New England.....	+3	+5	-3	26	2,571	+14	+3	8	451	69	63	63
Middle Atlantic.....	+5	+15	0	57	13,967	-15	-1	36	7,351	67	83	77
East North Central.....	+6	+14	-1	62	8,420	-2	-6	37	2,768	55	60	66
West North Central.....	0	+7	-2	39	4,835	+8	+1	33	2,483	59	55	63
South Atlantic.....	+4	+15	-3	22	4,940	-10	-19	17	2,236	54	61	76
East South Central.....	-2	+6	-3	12	1,288	+7	+5	8	632	62	56	61
West South Central.....	+1	+15	-4	23	1,897	+5	+5	7	380	47	48	52
Mountain.....	+6	+12	-1	7	431	+11	-6	5	239	62	61	75
Pacific.....	+13	+23	+2	11	2,022	+8	+2	5	295	66	65	79
Wines and spirits ⁶	-3	+21	-5	327	102,286	+5	+1	254	107,569	136	123	159
New England.....	-14	+20	-10	23	4,869	-7	-2	15	2,775	114	105	137
Middle Atlantic.....	-3	+19	-4	56	29,029	+7	-3	49	33,249	133	118	158
East North Central.....	+2	+12	0	44	14,059	-1	-7	32	13,048	117	118	142
West North Central.....	+2	+11	+3	40	7,527	+3	+9	29	6,401	145	145	144
South Atlantic.....	+1	+13	-4	48	15,702	+15	-1	41	18,492	137	118	156
East South Central.....	-5	+18	-12	12	2,285	+2	+9	9	4,047	214	201	232
West South Central.....	-1	+6	-5	43	9,920	+2	+2	34	14,102	161	156	165
Mountain.....	-4	+14	-4	15	2,067	+31	+15	13	2,403	150	108	148
Pacific.....	-10	+91	-11	46	16,828	+2	+19	32	13,052	124	106	189
Miscellaneous.....	-37	-31	+7	29	5,829	-21	-4	18	5,277	146	103	92

x Insufficient data to show separately.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.² Includes reports received too late for inclusion in previous monthly trends.³ The United States total and totals for some trades include a number of establishments not assigned to a geographic division.⁴ Data withheld because of incomplete reporting of inventories at time of publication. These data will be included with the April 1954 bulletin.⁵ Not affiliated with voluntary or cooperative groups.⁶ Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

Note: Percentage changes are computed on an unweighted basis by summarizing all reports received in time for tabulation. Since coverage varies by kind of business and geographic division depending upon participation of wholesalers in the reporting service, data shown may not necessarily represent trends of all wholesalers. They do reflect, however, the experience of those wholesalers submitting data in each of the periods for which comparisons are made.

States comprising geographic divisions

New England (Conn., Maine, Mass., N. H., R. I., Vt.)

Middle Atlantic (N. J., N. Y., Pa.)

East North Central (Ill., Ind., Mich., Ohio, Wis.)

West North Central (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)

South Atlantic (Del., D. C., Fla., Ga., Md., N. C., S. C., Va., W. Va.)

East South Central (Ala., Ky., Miss., Tenn.)

West South Central (Ark., La., Okla., Tex.)

South Central - East South Central and West South Central combined.

Mountain (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)

Pacific (Calif., Oreg., Wash.)

WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE

Sinclair Weeks, Secretary

BUREAU OF THE CENSUS

Robert W. Burgess, Director

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APRIL 1954

FOR RELEASE
JUNE 3, 1954

SALES AND INVENTORIES

Sales and inventory trends presented in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 4,364 wholesale establishments in various kinds of business.

SALES

April 1954 sales of merchant wholesalers dropped 5 percent below the previous month and were also down 5 percent from a year ago. Cumulative sales for the first four months of 1954 were 4 percent below the corresponding period of last year.

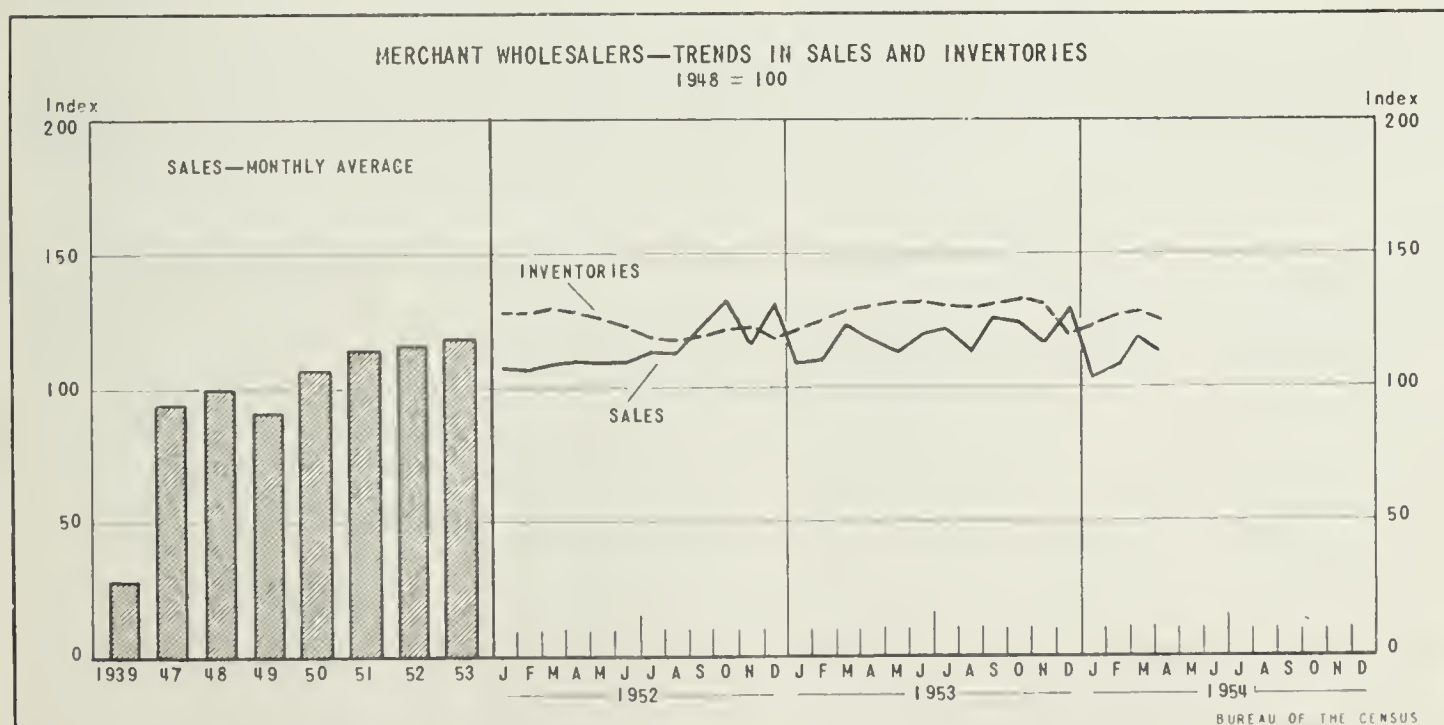
All geographic divisions reflected sales declines from a month earlier as well as below April a year ago. The West North Central Division noted the principal decline (8%) from the previous month, while two divisions--the East North Central and Mountain--indicated the sharpest drop (8%) below year-ago sales.

Of the 37 kinds of business covered in this report, 24 indicated sales below the previous month. Coal wholesalers, down seasonally 28 percent, showed the most substantial decline. Industrial chemical wholesalers, up 23 percent, led the ten trades reflecting sales gains. In comparison with April sales a year ago, most trades reflected declines. Of the seven kinds of business showing gains over April 1953, commercial refrigeration equipment and parts wholesalers (up 18%) and farm supplies dealers (up 21%) reported the principal gains. In the grocery group, nonaffiliated full-line grocery wholesalers were down 2 percent from last year but all other types of grocery wholesalers (voluntary group, retailer-cooperative, and specialty lines) experienced gains of 10 to 13 percent. However, all grocery wholesalers reported sales below the previous month.

INVENTORIES

Inventories (valued at cost) of wholesalers at the end of April showed no change during the month but were down 4 percent from stocks on hand April 30, 1953. Based on reports of 3,429 establishments submitting inventory figures in conjunction with sales data, the April stock-sales ratio of 167 percent was 9 points above the previous month and 2 points higher than reported for April 1953.

By geographic division, there were only minor changes in inventories from the previous month. However, compared with a year ago, there was greater variation. While the Middle Atlantic Division showed an increase (2%) over stocks on hand last April 30, all other divisions reported declines, with the Mountain Division showing the sharpest drop (9%).



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

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WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

APRIL 1954

[Data are shown by geographic division, where possible without disclosure of individual operations]

Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change		April 1954 panel			Percent change, Apr. 1954 from--		April 1954 panel				
	Apr. 1954 from--		Number of estab-lishments report-ing	Reported dollar values (add 000)		Apr. 1954 from--		Number of estab-lishments report-ing	Reported dollar values (add 000)	Apr. 1954	Apr. 1953	Mar. 1954
	Apr. 1953	Mar. 1954				Apr. 1953	Mar. 1954					
United States, total ³	-5	-5	-4	4,364	\$802,602	-4	0	3,429	\$1,127,246	167	165	158
New England.....	-1	-4	-1	262	36,966	-1	+1	186	43,452	157	156	147
Middle Atlantic.....	-6	-4	-4	741	154,329	+2	+1	559	174,436	144	132	139
East North Central.....	-8	-7	-3	835	147,199	-4	-1	684	193,605	151	143	142
West North Central.....	-1	-8	+1	559	108,683	-7	-2	428	165,658	178	188	170
South Atlantic.....	-5	-4	-5	540	89,081	-4	-1	435	139,154	178	175	172
East South Central.....	-6	-3	-6	209	34,489	-4	-2	166	53,210	180	175	178
West South Central.....	-3	-2	-5	402	73,963	-5	-1	322	118,373	188	191	184
Mountain.....	-8	-2	-9	184	27,177	-9	-2	155	41,066	174	176	170
Pacific.....	-4	-7	-7	579	108,842	-7	0	441	148,358	171	177	159
Automotive supplies.....	-15	+3	-9	407	18,065	-38	0	253	42,171	315	422	316
New England.....	-3	+2	-5	20	714	-20	+1	9	1,488	290	363	285
Middle Atlantic.....	-18	+6	-14	50	939	0	0	44	2,662	344	285	375
East North Central.....	-12	+2	-10	77	3,501	-6	+5	67	10,186	307	285	297
West North Central.....	-13	+9	-6	106	4,616	-16	-1	33	7,490	329	316	338
South Atlantic.....	-26	-4	-12	22	2,522	-20	-3	20	7,765	311	286	308
East South Central.....	-29	-9	-10	4	546	-18	0	4	1,605	294	256	268
West South Central.....	-14	+5	-8	13	1,839	-18	-2	12	5,988	330	345	354
Mountain.....	-6	-1	0	23	574	-2	0	19	1,299	344	338	324
Pacific.....	-12	+2	-10	92	2,814	-6	-2	45	3,688	293	257	290
Electrical group, total.....	-11	-8	-7	707	141,032	-10	+1	640	224,425	171	168	154
Full-line wholesalers.....	-12	-9	-6	474	112,426	-10	+1	466	190,154	171	168	154
New England.....	-5	-2	-2	33	6,809	-9	+1	33	11,012	162	170	157
Middle Atlantic.....	-16	-19	-7	67	16,146	-13	-2	64	26,651	169	163	138
East North Central.....	-13	-7	-7	94	24,796	-3	+2	92	40,784	166	149	152
West North Central.....	-13	-16	-1	48	9,405	-15	+3	48	16,267	173	177	141
South Atlantic.....	-8	-4	-1	72	16,793	-9	-2	70	30,381	185	189	180
East South Central.....	-18	-5	-11	28	5,838	-9	-5	28	10,107	173	155	173
West South Central.....	-7	-3	-4	49	11,698	-9	+7	49	22,939	196	200	178
Mountain.....	-12	-10	-8	21	4,189	-10	0	21	6,717	160	157	144
Pacific.....	-11	-7	-9	62	16,752	-16	+3	61	25,296	152	162	138
Wiring supplies, construction materials distributors.....	-8	0	-5	121	10,018	-2	+2	83	11,240	160	147	150
New England.....	-9	+7	-4	12	645	+20	+11	4	146	134	154	128
Middle Atlantic.....	+2	+3	-2	27	1,219	0	+1	18	1,733	183	181	187
East North Central.....	-8	-8	-1	32	3,423	+1	+7	26	4,398	162	149	140
West North Central.....	+11	+11	+3	6	905	+23	+6	4	717	227	174	206
South Atlantic.....	-26	-4	-14	17	1,695	-7	-1	13	1,717	120	92	110
South Central.....	+3	+21	-4	12	1,210	-16	-6	8	1,195	163	199	200
Mountain.....	-17	+4	-18	6	366	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+1	-4	-2	9	555	-10	0	8	1,020	184	208	177
Appliances and specialties wholesalers.....	-9	-7	-12	112	18,588	-11	+1	91	23,031	174	175	159
New England.....	-8	-14	-6	14	1,720	-1	+18	12	2,224	152	136	107
Middle Atlantic.....	-14	-5	-14	23	6,099	0	-5	16	5,098	151	135	157
East North Central.....	+9	-6	-5	18	2,537	+11	+6	13	3,593	197	179	164
West North Central.....	-2	-16	-3	12	2,229	-14	-1	10	2,133	201	210	156
South Atlantic.....	-8	+3	-11	16	1,760	-3	+3	16	3,214	183	173	182
South Central.....	-24	-4	-20	10	1,046	-19	+7	8	2,381	238	223	215
Mountain.....	-22	-5	-22	9	1,563	-36	-5	8	2,061	167	206	156
Pacific.....	-2	-4	-18	10	1,634	-31	-4	8	2,327	157	215	154
Furniture and house furnishings.....	-7	0	-11	82	15,239	-12	-1	66	24,666	181	192	185
Middle Atlantic.....	+3	-4	-2	14	2,510	-11	-1	11	4,040	202	226	194
East North Central.....	-12	+4	-9	9	2,123	-15	-8	8	3,593	184	192	207
West North Central.....	-12	+7	-9	13	2,168	-14	-2	13	4,289	198	203	216
South Atlantic.....	-8	-1	-12	12	983	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	-12	+3	-19	12	1,887	-13	-3	12	3,577	190	193	202
Mountain.....	-9	+3	-11	6	966	-8	-1	5	1,847	208	210	212
Pacific.....	-3	-4	-14	11	3,753	-13	+6	9	5,023	141	159	128
Hardware.....	-8	0	-9	174	60,818	-7	-2	146	140,348	263	257	268
Middle Atlantic.....	-10	+2	-10	36	8,905	-5	-4	28	18,333	236	224	249
East North Central.....	-11	-2	-7	33	12,508	-10	-3	32	28,720	236	233	238
West North Central.....	-9	-1	-6	22	10,350	-6	-5	22	29,512	285	276	294
South Atlantic.....	-3	+11	-11	19	4,394	-3	-4	15	9,903	266	264	307
East South Central.....	-5	+5	-8	13	4,286	-2	-3	11	9,153	240	231	262
West South Central.....	-2	+5	-3	19	5,446	-5	-3	13	8,775	264	274	284
Mountain.....	-3	+6	-17	8	2,348	-9	+4	5	3,584	320	352	308
Pacific.....	-11	-6	-12	21	12,402	-9	+2	17	31,883	290	283	268
Industrial supplies.....	-15	-5	-10	138	18,142	0	-1	109	33,839	226	187	212
New England.....	-4	-2	-3	16	1,789	+4	+4	13	3,793	244	229	235
Middle Atlantic.....	-15	-5	-11	24	2,249	+4	0	18	3,816	203	161	190
East North Central.....	-25	-12	-17	22	4,130	+1	-2	19	7,464	200	142	176
West North Central.....	-17	-12	-11	11	1,219	+6	-5	10	1,928	182	167	166
South Atlantic.....	-13	-4	-8	19	1,612	-6	-7	16	3,837	253	232	262
East South Central.....	-17	-5	-10	8	1,508	-1	+1	7	4,572	313	263	296
West South Central.....	-7	+4	-3	28	4,616	+1	+2	16	6,168	225	190	215
Pacific.....	-17	-4	-13	10	1,019	-7	-3	10	2,261	222	199	218
Jewelry.....	-15	-10	-13	117	4,578	-9	-4	66	10,384	325	297	293
New England.....	-13	-2	-6	8	374	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-17	-13	-14	35	1,544	-17	-5	19	2,803	314	293	273
East North Central.....	-19	-17	-19	30	1,151	-8	-3	18	3,406	332	291	278
West North Central.....	-13	-8	-6	15	710	-5	-3	12	2,243	322	295	304
South Atlantic.....	-4	+3	-10	6	236	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	-3	+1	-8	4	140	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-15	+5	-15	17	410	-3	-3	8	1,040	458	419	506

See footnotes at end of table.

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Ref

ADDENDUM TO THE MONTHLY WHOLESALE TRADE REPORT: MARCH 1954
Sales and Inventories of Drug Wholesalers

(Data on inventories of drug wholesalers presented here were withheld from the March 1954 report because of incomplete reporting of inventories at time of publication.)

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DRUG WHOLESALERS' SALES AND INVENTORIES, BY GEOGRAPHIC DIVISION, MARCH 1954

Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change		March 1954 panel			Percent change, Mar. 1954 from--		March 1954 panel				
	Mar. 1954 from--		3 mo. 1954 from 3 mo. 1953 ²	Number of estab-lishments report-ing	Reported dollar values (add 000)	Mar. 1954 from--		Number of estab-lishments report-ing	Reported dollar values (add 000)	Mar. 1954	Mar. 1953	Feb. 1954
	Mar. 1953	Feb. 1954				Mar. 1953	Feb. 1954					
Drugs and sundries (liquor excluded).....	+4	+13	-5	203	\$69,359	-3	-2	160	\$96,769	174	184	201
New England.....	+8	+16	0	11	2,864	+2	-6	8	3,746	180	190	222
Middle Atlantic.....	0	+12	-6	25	11,339	0	-2	17	11,652	169	162	190
East North Central.....	+9	+12	-2	29	12,339	-5	-7	21	13,636	154	171	185
West North Central.....	+6	+14	-5	19	6,812	-1	-3	16	9,656	166	178	196
South Atlantic.....	+8	+14	-6	29	8,216	-5	-5	23	11,432	173	196	209
East South Central.....	-2	+15	-9	18	4,142	-2	-1	13	6,190	186	175	203
West South Central.....	+6	+11	-7	32	8,609	-5	-1	26	15,132	209	230	233
Mountain.....	+1	+13	-10	13	2,361	-3	+1	11	4,997	223	232	250
Pacific.....	+2	+16	-4	27	12,677	-2	+2	25	20,328	161	169	183

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.
² Includes reports received too late for inclusion in previous monthly trends.



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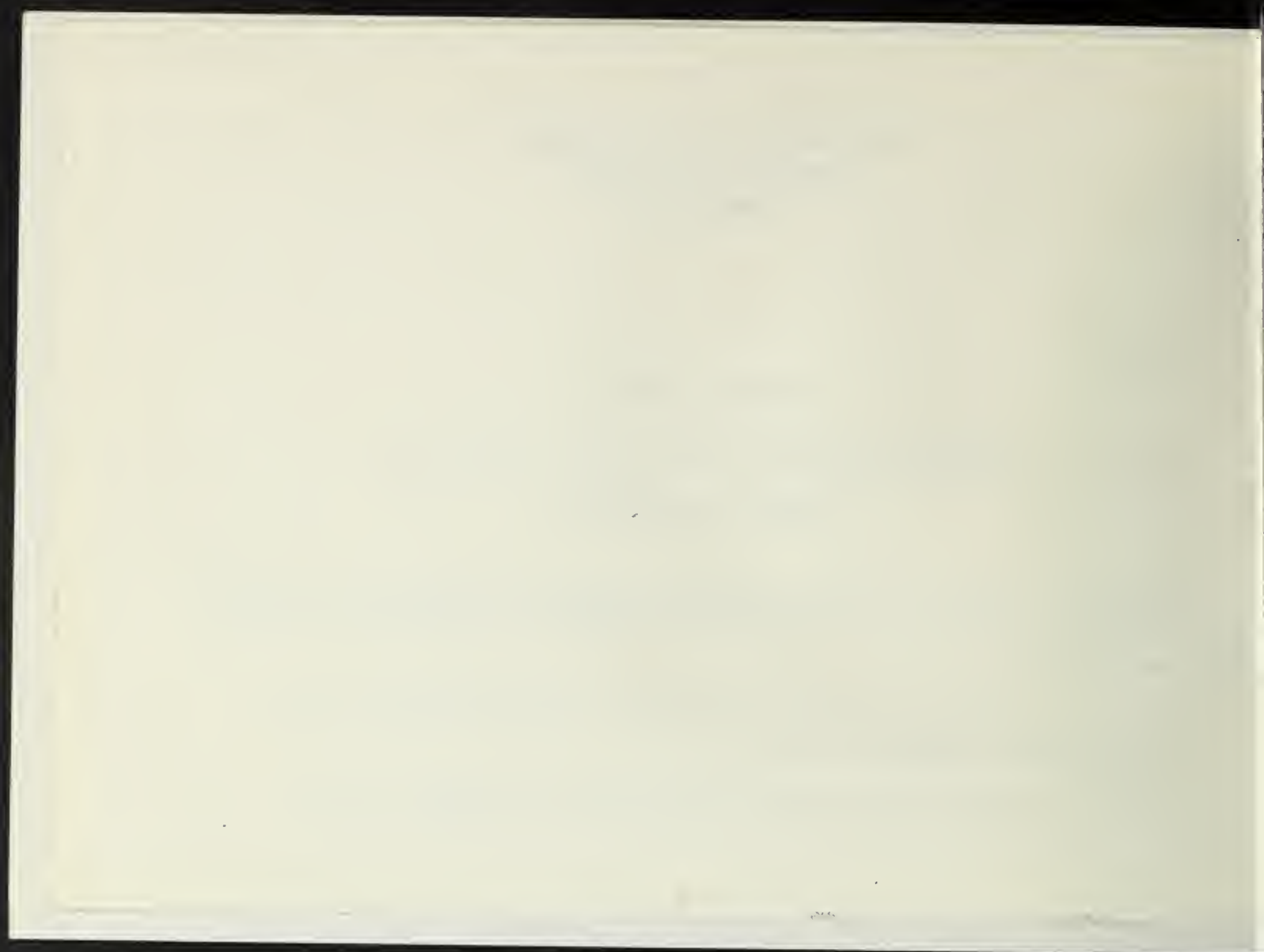
MONTHLY WHOLESALE TRADE REPORT, APRIL 1954

AUTOMOTIVE SUPPLIES

Data shown in the April 1954 Monthly Wholesale Trade Report (published June 3, 1954) for United States total for automotive supplies should be revised as follows:

Percentage change of inventories, April 1954 from April 1953,
-38 should be changed to -13.

April 1953 stock sales ratio, 422 should be changed to 298.



WHOLESAIERS' SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

APRIL 1954

[Data are shown by geographic division, where possible without disclosure of individual operations]

Data are shown by geographic division, where possible without disclosure of individual operations ¹												
Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change		4 mo. 1954 from 4 mo. 1953 ²	April 1954 panel		Percent change, Apr. 1954 from--		April 1954 panel		Apr. 1954	Apr. 1953	Mar. 1954
	Apr. 1954 from--	Number of estab- lishments report- ing		Reported dollar values (add 000)	Apr. 1954 from--	Number of estab- lishments report- ing	Reported dollar values (add 000)					
								Apr. 1953	Mar. 1954			
Lumber and building materials.....	-1	+10	-6	82	\$14,619	-8	-3	58	\$13,359	121	132	137
Middle Atlantic.....	+2	+19	+5	18	3,736	+19	-9	11	1,569	53	47	71
East North Central.....	+5	+3	-6	13	1,517	-4	-5	8	1,252	109	119	112
West North Central.....	+19	-1	+1	6	690	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	-15	-3	-8	12	1,664	-3	-1	9	1,540	184	183	185
South Central.....	0	+8	-4	4	961	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	-2	+7	-10	7	2,431	-20	-1	6	3,267	146	183	155
Pacific.....	-5	+24	-18	8	1,618	+5	-5	6	2,133	145	131	193
Machinery equipment, supplies (except electrical).....	-17	-3	-13	47	7,560	+1	+1	37	16,044	251	195	238
New England.....	-9	-3	-9	4	268	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-26	-12	-19	8	900	+9	+1	6	1,610	189	128	168
East North Central.....	+18	+2	+7	11	2,157	-2	-4	8	3,431	217	219	225
South Atlantic.....	-17	-1	-10	7	776	0	+3	6	2,323	320	269	307
South Central.....	-43	-20	-21	6	1,064	+2	+2	5	4,565	447	243	343
Pacific.....	-18	+12	-25	8	1,252	+11	+2	6	2,288	253	196	271
Metals.....	-23	-10	-18	50	13,489	-2	-2	45	25,575	194	153	178
Paints and varnishes.....	+2	+18	-3	48	6,804	-1	0	44	16,748	252	258	297
Plumbing and heating supplies.....	-2	+4	-9	137	16,286	-5	0	115	30,198	209	215	217
New England.....	+15	0	-2	6	278	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-4	-1	-12	29	2,012	-3	+3	22	3,445	200	197	187
East North Central.....	-1	+3	-5	17	1,390	+4	-4	15	3,138	260	245	278
West North Central.....	+4	+13	+3	15	1,427	-1	0	13	3,197	241	254	275
South Atlantic.....	-1	+4	-8	40	7,428	-6	0	40	13,955	188	197	195
East South Central.....	-15	+1	-20	10	1,514	-11	+3	9	3,106	208	198	203
Refrigeration equipment, parts (commercial).. Middle Atlantic.....	+18	+18	+12	73	2,589	+7	+6	63	4,374	216	240	258
East North Central.....	+13	+13	+13	14	824	-12	+3	11	998	173	202	193
South Atlantic.....	+14	+14	+13	14	233	+2	-4	11	488	287	371	364
Pacific.....	+20	+36	+6	25	762	+18	+8	25	1,769	232	237	293
	+65	+4	+34	9	237	+11	+6	7	278	221	369	302
Surgical, medical equipment, supplies.....	0	-1	-1	35	5,394	+9	+2	26	6,998	142	130	138
Beer.....	-4	+6	-5	31	1,456	-8	+3	29	739	52	55	52
Middle Atlantic.....	-13	-6	-6	7	337	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	+5	+11	+1	9	485	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	-3	+12	-9	4	364	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-4	+6	-4	6	210	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Chemicals, industrial.....	-7	+23	-6	16	3,091	+8	-3	10	1,593	59	52	79
Clothing and furnishings (except shoes).....	-6	-13	-7	14	2,139	-1	-5	9	2,948	218	215	191
Coal.....	-23	-28	-7	12	2,579	-38	0	10	2,213	89	110	64
Confectionery.....	-2	-5	-2	36	1,166	-6	-1	20	589	106	109	100
Middle Atlantic.....	-2	-5	-4	9	429	-13	-3	5	210	93	101	97
East North Central.....	-6	-7	0	4	102	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	0	+2	-3	8	179	-1	+5	4	100	93	92	90
East South Central.....	+3	+5	-2	8	200	-25	+35	5	27	61	78	43
Dairy and poultry products.....	-3	-17	+2	25	6,694	-2	+33	17	2,621	41	42	25
Drugs and sundries (liquor excluded).....	+2	-7	-3	202	63,489	0	0	162	98,085	187	189	175
New England.....	+1	-6	0	10	2,663	+13	+5	8	3,935	203	185	180
Middle Atlantic.....	+2	-2	-4	25	11,040	+3	0	18	11,840	170	165	169
East North Central.....	+2	-8	-1	26	10,340	0	+2	21	14,596	171	171	154
West North Central.....	+2	-6	-4	19	6,404	+3	-2	16	9,471	173	173	166
South Atlantic.....	+2	-9	-4	28	6,932	-1	+2	22	11,264	195	203	173
East South Central.....	+5	-9	-6	19	3,819	+4	+1	13	6,221	204	199	186
West South Central.....	+4	-5	-5	34	8,512	-4	-3	27	15,170	216	229	217
Mountain.....	-3	-8	-8	13	2,176	-3	0	11	4,989	242	243	223
Pacific.....	+1	-9	-2	28	11,603	-1	+1	26	20,599	178	182	161
Dry goods.....	-6	-14	-7	158	35,296	-14	-3	128	66,929	226	258	206
New England.....	-8	-3	-10	6	626	+1	+6	6	1,035	165	150	152
Middle Atlantic.....	-13	-17	-11	43	5,613	+3	+7	30	7,537	242	251	224
East North Central.....	-9	-16	-9	15	4,054	-11	+1	15	6,987	172	176	142
West North Central.....	-1	-14	-3	17	12,946	-21	-6	16	31,321	242	306	221
South Atlantic.....	-5	-12	-11	22	3,322	-7	-6	16	6,791	232	235	217
East South Central.....	-6	-17	-7	13	1,246	-10	-5	9	2,859	314	319	260
West South Central.....	+5	-12	-3	16	2,540	-11	-3	16	4,871	192	226	174
Mountain.....	+3	+15	-1	5	392	-7	+1	4	1,070	308	342	342
Pacific.....	-15	-13	-10	21	4,557	-9	-5	16	4,458	212	213	202
Farm supplies.....	+21	-15	+10	18	9,025	+13	-14	9	2,155	45	53	50
Fresh fruits and vegetables.....	-6	+13	-6	60	5,888	-3	-9	39	783	24	23	30
New England.....	-12	+3	-9	7	297	-4	+4	6	53	28	23	27
Middle Atlantic.....	-4	+4	-6	18	1,390	-13	-23	10	27	8	8	10
East North Central.....	-3	+42	-9	15	2,007	+3	+36	9	75	9	10	14
West North Central.....	-13	-1	-9	7	588	-12	-11	7	188	32	32	36
East South Central.....	-8	-7	-5	4	254	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+1	0	-1	5	1,030	(x)	(x)	(x)	(x)	(x)	(x)	(x)

See footnotes at end of table.

WHOLESALESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

APRIL 1954

[Data are shown by geographic division, where possible without disclosure of individual operation]

Data are shown by geographic division, where possible without disclosure of individual operation ¹												
Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change		April 1954 panel			Percent change, Apr. 1954 from--		April 1954 panel				
	Apr. 1954 1954 from--		4 mo. 1954 from 4 mo. 1953 ²	Number of estab- lishments report- ing	Reported dollar values (add 000)	Apr. 1954 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)	Apr. 1954	Apr. 1953	Mar. 1954
	Apr. 1953	Mar. 1954				Apr. 1953	Mar. 1954					
Groceries, total.....	+6	-4	+4	847	\$148,414	+4	-2	677	\$141,201	125	128	124
Nonaffiliated full-line wholesalers ⁴	-2	-4	-3	556	56,843	-3	-4	465	59,657	128	130	130
New England.....	+4	+4	+2	7	1,597	-1	-3	6	2,747	180	190	195
Middle Atlantic.....	+3	-7	+5	17	2,897	+19	0	11	3,753	155	135	145
East North Central.....	-1	-10	+1	133	9,999	+3	-4	126	11,484	127	120	119
West North Central.....	-10	-6	-5	64	6,331	-1	-3	50	6,536	131	118	130
South Atlantic.....	-1	-2	-3	65	8,240	+1	-2	37	7,651	138	136	139
East South Central.....	+2	-5	-1	37	4,511	-1	-2	29	4,329	122	127	118
West South Central.....	+3	-1	-2	102	13,879	+1	-4	79	13,117	122	129	127
Mountain.....	-12	-5	-12	24	2,187	-19	-16	22	2,817	137	150	155
Pacific.....	-8	+5	-9	107	7,202	-22	-4	105	7,223	108	128	119
Voluntary-group wholesalers.....	+11	-2	+10	183	62,174	+8	-1	136	57,634	122	128	122
New England.....	+8	-4	+14	11	4,003	+4	0	8	2,231	115	121	117
Middle Atlantic.....	+10	-4	+13	31	11,995	+10	-1	22	7,997	118	126	129
East North Central.....	+13	+2	+11	42	11,661	+10	-2	29	9,429	102	108	110
West North Central.....	+17	-5	+15	58	21,334	+9	0	58	27,524	129	138	123
South Atlantic.....	+8	-3	+5	12	2,775	+2	0	7	1,990	122	131	115
Pacific.....	+4	+11	-1	21	5,734	+19	0	4	2,005	133	117	134
Retailer-cooperative warehouses.....	+10	-13	+10	20	11,760	+16	0	14	6,522	102	98	89
Specialty lines wholesalers.....	+13	-4	+3	88	17,637	+9	+1	62	17,388	134	139	133
Middle Atlantic.....	+35	+10	+11	19	5,398	+16	-1	10	3,107	105	116	129
East North Central.....	+25	-11	+7	9	796	+14	-7	6	348	75	76	66
South Atlantic.....	+8	-4	+2	15	1,992	+11	-1	10	1,841	102	100	99
East South Central.....	+1	-18	0	5	548	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	+8	0	0	5	392	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	0	-10	-3	26	6,825	+3	+1	22	9,553	174	177	165
Leather and shoe findings.....	-8	+3	-7	22	435	-6	-2	11	966	451	442	450
Middle Atlantic.....	-3	+11	-12	4	30	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	-2	+15	-3	4	85	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central.....	-24	-11	-12	4	41	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-7	+7	-7	6	223	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products.....	-3	-1	-2	39	17,858	-2	0	35	7,005	45	44	43
Middle Atlantic.....	0	+11	-3	10	3,691	-5	-5	10	1,893	51	54	60
East North Central.....	-14	-16	-1	13	5,781	-6	+4	12	2,620	49	45	39
South Central.....	+12	+4	+10	4	3,702	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	0	+14	-12	5	3,771	+18	-8	4	785	35	27	38
Paper and its products.....	-3	-4	0	56	9,215	+2	+2	40	9,251	134	131	130
New England.....	+11	-1	+9	5	319	+1	+1	4	345	204	210	196
Middle Atlantic.....	-6	-7	-3	13	2,575	-4	+1	8	1,549	88	95	88
East North Central.....	-8	-3	+1	19	3,824	+4	-2	14	3,361	103	94	105
South Atlantic.....	+1	-5	+2	6	839	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+21	+3	+4	6	1,070	+1	+11	5	2,164	256	329	249
Petroleum.....	-1	-3	+4	30	6,612	-11	-4	29	3,965	60	67	61
Shoes and other footwear.....	-1	-24	0	35	18,249	+3	+34	31	39,036	218	207	124
Tobacco products.....	-2	+1	-2	269	40,789	0	-4	158	15,199	57	56	60
New England.....	-5	+2	-3	29	2,768	+8	-1	9	504	65	59	67
Middle Atlantic.....	-2	+2	-1	57	13,669	+1	-4	36	6,237	60	58	64
East North Central.....	-2	0	-1	62	8,447	-7	-5	37	2,583	52	54	55
West North Central.....	-1	+3	-2	39	4,819	+4	-10	30	1,932	55	53	61
South Atlantic.....	-6	-1	-4	24	4,925	-7	-1	19	2,305	55	56	56
East South Central.....	+3	+7	-1	14	1,806	+13	-3	8	615	54	50	62
West South Central.....	-10	-6	-6	22	1,706	+6	-1	8	425	56	46	52
Mountain.....	-2	-5	-1	10	594	+1	-1	8	365	64	65	64
Pacific.....	+5	-2	+3	12	2,055	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Wines and spirits ⁵	-5	-7	-5	333	95,165	+6	+1	301	131,023	154	136	144
New England.....	+12	+11	-4	24	5,597	0	0	19	4,469	123	130	131
Middle Atlantic.....	-12	+2	-7	52	27,226	+17	+11	51	38,149	152	113	140
East North Central.....	-5	-7	-2	46	13,545	-9	+1	36	15,774	138	141	127
West North Central.....	-6	-11	+1	42	6,915	+11	-2	37	7,983	149	124	145
South Atlantic.....	-4	-8	-4	49	13,951	+9	+2	47	21,023	155	136	141
East South Central.....	-5	+6	-10	13	2,645	0	-1	11	4,613	198	192	217
West South Central.....	-3	-5	-4	42	9,835	+3	-5	41	17,358	177	168	178
Mountain.....	-8	+3	-5	18	2,808	+13	-6	17	3,902	161	129	181
Pacific.....	+3	-27	-7	47	12,643	+2	-5	42	17,752	158	162	130
Miscellaneous.....	-48	-26	-8	32	4,347	-30	-16	19	4,238	175	94	140

x Insufficient data to show separately.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.² Includes reports received too late for inclusion in previous monthly trends.³ The United States total and totals for some trades include a number of establishments not assigned to a geographic division.⁴ Not affiliated with voluntary or cooperative groups.⁵ Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

Note: Percentage changes are computed on an unweighted basis by summarizing all reports received in time for tabulation. Since coverage varies by kind of business and geographic division depending upon participation of wholesalers in the reporting service, data shown may not necessarily represent trends of all wholesalers. They do reflect, however, the experience of those wholesalers submitting data in each of the periods for which comparisons are made.

States comprising geographic divisions

New England (Conn., Maine, Mass., N. H., R. I., Vt.)

Middle Atlantic (N. J., N. Y., Pa.)

East North Central (Ill., Ind., Mich., Ohio, Wis.)

West North Central (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)

South Atlantic (Del., D.C., Fla., Ga., Md., N. C., S. C., Va., W. Va.)

East South Central (Ala., Ky., Miss., Tenn.)

West South Central (Ark., La., Okla., Tex.)

South Central - East South Central and West South Central combined.

Mountain (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)

Pacific (Calif., Oreg., Wash.)

WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE

THE LIBRARY OF CONGRESS

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BUREAU OF THE CENSUS

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JUL 9 1954

UNIVERSITY OF MICHIGAN

MAY 1954

FOR RELEASE

JULY 2, 1954

SALES AND INVENTORIES

Sales and inventory trends presented in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 4,319 wholesale establishments in various kinds of business.

SALES

May 1954 sales of merchant wholesalers dropped 6 percent below the previous month and were down 5 percent from a year ago. Cumulative sales for the first five months of 1954 were 4 percent below the corresponding period of last year.

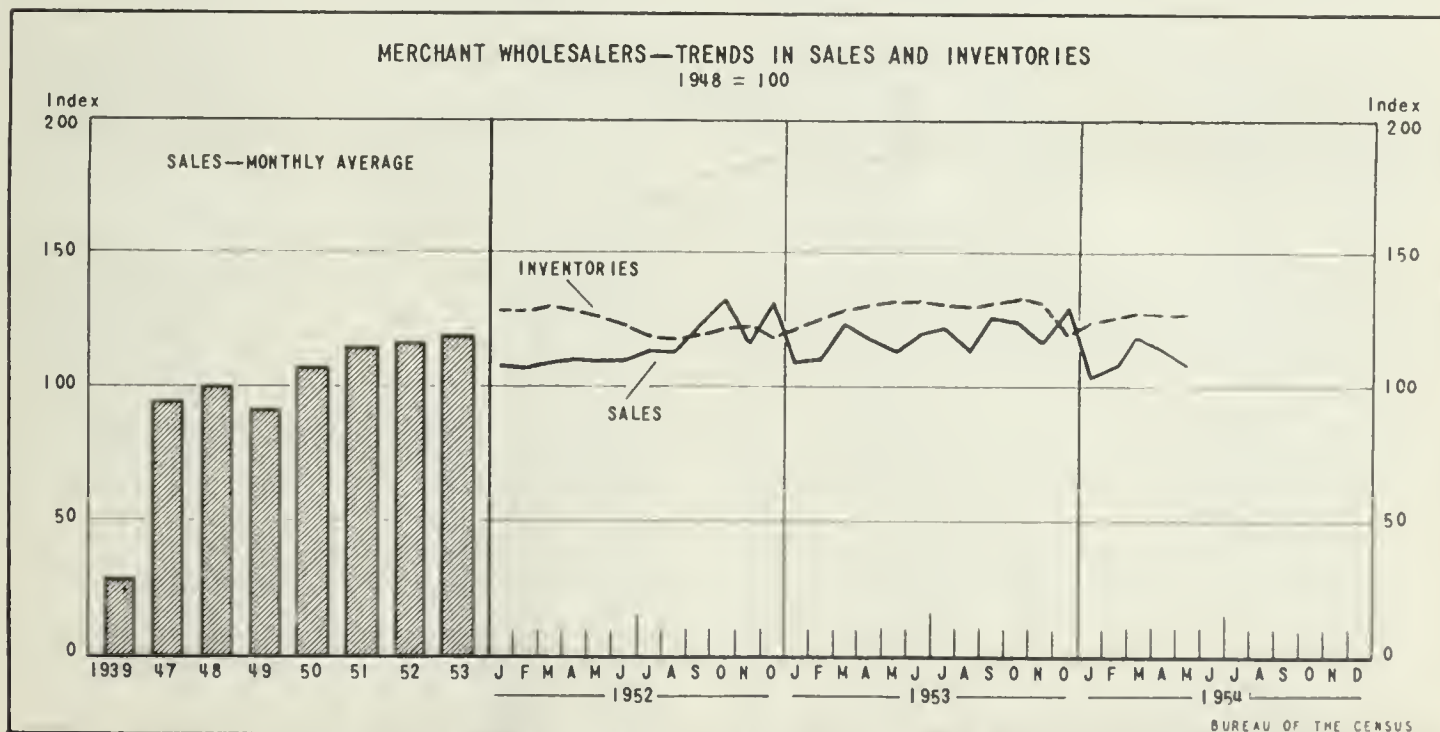
All geographic divisions reflected sales declines of 2 to 8 percent below the April level. Compared with a year ago, the West North Central Division reported a slight gain (1%) but all other divisions experienced decreases with the sharpest drop, 9 percent, noted in the South Atlantic Division.

Most trades reported lower sales during May than in the previous month or in May a year ago. Shoes and other footwear wholesalers, down 39 percent, experienced the sharpest drop from a month earlier while farm supplies wholesalers, down 30 percent, also showed a substantial decline. Seven kinds of business--all in nondurable goods--indicated gains over April, the principal increases being reported by fresh fruits and vegetable wholesalers (17%) and beer wholesalers (7%). Three trades--wines and spirits, commercial refrigeration equipment, and leather and shoe findings--reflected no change from the previous month. In comparison with May a year ago, coal wholesalers noted the heaviest decline (24%). Farm supplies, up 16 percent, led the six trades showing sales gains over May 1953. Included in these six trades were voluntary-group grocery wholesalers (up 12%) and retail-cooperative grocery warehouses (up 11%). However, full-line grocery wholesalers not sponsoring groups were down 4 percent from a year ago while specialty-line grocers reported no change.

INVENTORIES

Inventories (valued at cost) of wholesalers at the end of May showed no change from the previous month but were down 3 percent from stocks on hand May 31, 1953. Based on reports of 3,438 establishments submitting inventory figures in conjunction with sales data, the May stock-sales ratio of 178 percent was 11 points above the previous month and 4 points higher than reported for May 1953.

By geographic division, the West North Central Division (up 5%) showed the principal change from a month earlier. Compared with stocks on hand a year ago, all regions reported smaller inventories with the sharpest declines reflected in the Mountain Division, down 8 percent, and the Pacific Division, down 6 percent.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

For sale by the Bureau of the Census: single copy—10¢, annual subscription—\$1.00

MAY 1954

[Data are shown by geographic division, where possible without disclosure of individual operations]

[Data are shown by geographic division, where possible without disclosure of individual operations.]												
Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹		
	Percent change			May 1954 panel		Percent change		May 1954 panel		(percent)		
	May 1954 from--		5 mo. 1954 from 5 mo. 1953 ²	Number of estab-lishments report-ing	Reported dollar values (add 000)	May 1954 from--		Number of estab-lishments report-ing	Reported dollar values (add 000)	May 1954	May 1953	Apr. 1954
	May 1953	Apr. 1954				May 1953	Apr. 1954					
United States, total ³	-5	-6	-4	4,319	\$751,763	-3	0	3,438	\$1,128,205	178	174	167
New England.....	-5	-8	-2	247	33,401	-2	0	178	43,055	172	165	157
Middle Atlantic.....	-6	-3	-5	745	150,832	-1	-1	565	175,458	147	141	146
East North Central.....	-5	-2	-4	830	141,409	-3	+2	694	196,754	158	153	152
West North Central.....	+1	-8	+1	569	102,109	-3	+5	434	175,529	199	207	175
South Atlantic.....	-9	-8	-6	529	80,235	-4	0	428	134,409	193	182	176
East South Central.....	-8	-6	-7	200	32,001	-3	-1	159	51,668	186	175	176
West South Central.....	-3	-5	-4	403	69,267	-1	+1	329	118,672	197	197	188
Mountain.....	-7	-5	-9	188	24,490	-8	-1	162	39,297	183	185	176
Pacific.....	-6	-7	-7	555	100,342	-6	+1	436	150,115	190	191	172
Automotive supplies.....	-6	-8	-8	388	16,380	-11	+8	252	45,040	383	400	314
New England.....	-8	-18	-5	11	461	-7	+19	9	1,764	432	428	290
Middle Atlantic.....	-14	+4	-14	52	988	+1	0	46	2,635	319	269	336
East North Central.....	-13	-6	-10	80	3,292	-5	+7	70	10,963	353	323	308
West North Central.....	0	-7	-5	100	4,228	-14	+11	27	7,742	418	491	320
South Atlantic.....	-10	-18	-12	22	2,022	-19	+10	20	8,402	423	469	314
East South Central.....	-10	-17	-7	4	452	-8	+15	4	1,853	410	491	294
West South Central.....	+5	-18	-6	14	1,575	-16	+9	13	6,827	439	547	331
Mountain.....	0	+1	0	24	609	+1	+1	20	1,419	345	338	345
Pacific.....	-8	+1	-9	81	2,753	-7	0	43	3,435	297	277	292
Electrical group, total.....	-10	-5	-7	705	133,944	-11	-1	644	223,299	177	180	171
Full-line wholesalers.....	-9	-4	-6	468	107,050	-13	-1	460	186,835	176	183	170
New England.....	-9	-12	-3	34	6,000	-13	-2	34	10,841	181	189	162
Middle Atlantic.....	-11	0	-8	66	16,144	-13	-2	63	26,193	166	169	169
East North Central.....	-8	-2	-7	89	23,848	-5	+1	87	40,145	170	166	165
West North Central.....	-2	-2	-2	48	9,208	-15	+2	48	16,600	180	208	173
South Atlantic.....	-13	-6	-4	72	15,864	-12	-5	70	28,987	187	186	185
East South Central.....	-23	-11	-14	28	5,218	-12	0	28	10,058	193	169	173
West South Central.....	-3	-2	-4	50	11,508	-9	+2	50	23,471	204	217	196
Mountain.....	-13	-11	-9	20	3,503	-18	-1	20	6,148	176	188	158
Pacific.....	-9	-5	-9	61	15,757	-22	-3	60	24,392	156	183	152
Wiring supplies, construction materials distributors.....	-9	-2	-6	128	10,306	-3	-1	93	12,440	163	154	164
New England.....	-2	-1	-4	14	725	+4	0	5	235	146	145	133
Middle Atlantic.....	-5	-4	-3	26	1,016	+2	-1	18	1,686	223	204	216
East North Central.....	-2	0	-2	33	3,554	0	+1	27	4,766	164	164	166
West North Central.....	-6	-11	+1	8	923	-3	-4	6	879	200	192	205
South Atlantic.....	-25	+1	-16	18	1,630	-2	0	15	1,696	114	86	110
South Central.....	-18	-6	-8	14	1,531	-10	-5	11	1,874	166	162	162
Mountain.....	+17	+10	-12	6	401	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+7	-4	-1	9	526	-10	+1	8	1,005	192	230	183
Appliances and specialties wholesalers.....	-16	-9	-13	109	16,588	-6	0	91	24,024	191	168	181
New England.....	-4	-8	-6	13	1,540	-6	-9	11	1,947	153	150	150
Middle Atlantic.....	-22	-14	-15	21	4,833	+4	+2	16	4,971	189	131	163
East North Central.....	-1	-17	-4	20	2,393	+3	+1	15	4,187	225	213	192
West North Central.....	-4	-17	-3	12	2,002	-2	+17	11	2,611	215	254	172
South Atlantic.....	-33	-7	-17	17	1,832	-4	+6	17	3,929	209	147	184
South Central.....	-15	+49	-16	10	1,809	+4	-7	8	2,843	161	130	261
Mountain.....	-20	+12	-22	5	498	.38	-5	5	1,061	213	277	249
Pacific.....	-12	-14	-17	11	1,631	-27	-7	8	2,475	167	200	159
Furniture and house furnishings.....	-11	-11	-11	83	12,572	-12	-1	65	23,826	202	205	182
Middle Atlantic.....	-11	-15	-4	14	1,916	-16	+2	10	3,476	252	259	212
East North Central.....	-25	-16	-13	9	1,787	-6	+5	8	3,770	233	184	184
West North Central.....	-8	-10	-9	13	1,949	-12	-2	13	4,217	216	227	198
South Atlantic.....	-16	-6	-13	12	928	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	-14	-16	-18	12	1,588	-13	+2	12	3,666	231	227	190
Mountain.....	-12	-7	-11	7	1,068	-11	-7	5	1,720	201	206	208
Pacific.....	0	-4	-11	11	3,595	-19	-5	9	4,761	139	174	141
Hardware.....	-12	-5	-9	161	56,281	-4	+3	137	142,060	284	263	262
Middle Atlantic.....	-12	0	-11	31	7,991	-2	0	24	16,381	235	210	236
East North Central.....	-10	-4	-8	31	11,648	-10	0	31	28,783	247	247	236
West North Central.....	-10	-6	-7	22	10,157	-6	+4	22	31,753	313	300	282
South Atlantic.....	-27	-15	-14	15	3,212	0	-6	12	7,787	291	211	260
East South Central.....	-7	-6	-8	14	4,137	+1	-4	12	9,079	244	228	241
West South Central.....	-10	-10	-4	17	4,635	-1	0	12	8,084	288	255	264
Mountain.....	-4	-5	-14	7	2,125	-9	0	8	3,025	312	345	301
Pacific.....	-12	-5	-12	21	11,961	-1	+10	17	36,182	338	307	292
Industrial supplies.....	-13	-3	-11	143	18,560	0	0	118	35,254	218	190	217
New England.....	-14	-9	-6	15	1,572	+1	-3	12	3,458	246	219	238
Middle Atlantic.....	-20	-9	-13	28	2,945	-5	0	23	5,551	209	175	189
East North Central.....	-28	-7	-19	23	3,938	+1	0	21	8,321	228	160	210
West North Central.....	-8	-9	-10	11	1,264	-2	0	10	2,461	205	194	188
South Atlantic.....	-9	+5	-9	18	1,586	-4	-2	15	3,631	247	233	263
East South Central.....	-16	-2	-11	7	1,150	+12	+9	6	2,847	259	194	231
West South Central.....	+5	+4	-2	28	4,809	+3	0	18	6,317	187	210	227
Pacific.....	-6	+9	-12	13	1,296	-5	+2	13	2,668	206	203	220
Jewelry.....	-15	-6	-14	120	4,378	-9	-2	72	10,255	341	309	326
New England.....	-3	-2	-5	8	367	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-14	+1	-14	34	1,730	-14	+4	20	2,890	273	256	287
East North Central.....	-17	-11	-18	36	961	-11	-5	25	3,400	385	354	368
West North Central.....	-6	-13	-6	12	623	-4	-4	9	2,022	360	324	321
South Atlantic.....	-8	-19	-10	5	180	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	-8	+14	-8	5	166	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-40	-15	-21	17	340	-5	-3	10	1,038	444	373	425

See footnotes at end of table.

WHOLESALESALE'S SALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

MAY 1954

[Data are shown by geographic division, where possible without disclosure of individual operations]

Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change		May 1954 panel			Percent change, May 1954 from--		May 1954 panel				
	May 1954 from--		5 mo. 1954 from 5 mo. 1953 ²	Number of estab- lishments report- ing	Reported dollar values (add 000)	May 1954 from--		Number of estab- lishments report- ing	Reported dollar values (add 000)			
	May 1953	Apr. 1954				May 1953	Apr. 1954			May 1954	May 1953	Apr. 1954
Lumber and building materials.....	+4	-2	-4	82	\$14,306	-9	-2	63	\$12,582	116	138	115
Middle Atlantic.....	+12	-9	+6	16	3,318	+25	+4	9	1,297	56	58	46
East North Central.....	+8	+11	-2	12	2,115	-4	+6	10	1,745	96	108	100
West North Central.....	+9	+4	+3	6	727	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	-9	-3	-8	15	1,656	-15	-12	11	1,424	156	173	173
South Central.....	-9	-6	-5	4	903	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	+1	-5	-7	15	2,320	-16	-2	14	3,206	152	182	146
Machinery equipment, supplies (except electrical).....	-11	-1	-13	51	7,570	0	0	40	16,650	248	228	260
New England.....	+6	+12	-7	4	300	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-23	-7	-19	9	864	+1	-4	6	1,539	197	150	189
East North Central.....	-14	-14	+2	12	1,882	+3	+2	9	4,175	257	241	253
South Atlantic.....	-26	-16	-13	8	653	0	-3	7	2,248	362	277	320
South Central.....	+31	+39	-14	7	1,484	0	-1	6	4,541	308	403	447
Pacific.....	-16	-4	-23	8	1,206	+8	+1	6	2,305	270	199	253
Metals.....	-21	-4	-19	50	13,158	-3	+1	45	25,685	200	163	191
Paints and varnishes.....	0	+1	-2	49	7,072	+3	+2	45	17,469	252	245	250
Plumbing and heating supplies.....	-11	-5	-9	130	14,488	-3	+2	110	29,686	226	206	208
New England.....	+4	-3	-1	6	269	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-12	-5	-12	30	1,861	+1	+3	22	3,612	240	205	222
East North Central.....	0	+2	-4	16	1,327	-1	+1	14	3,008	266	264	267
West North Central.....	+4	+6	+3	14	1,454	+4	+2	12	2,954	219	220	227
South Atlantic.....	-15	-9	-10	39	6,792	-6	+1	39	14,095	208	187	188
East South Central.....	-16	-5	-19	10	1,440	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Refrigeration equipment, parts (commercial).....	-9	0	+6	69	2,440	+12	+1	63	4,181	214	172	211
Middle Atlantic.....	-4	+7	+8	14	878	-4	+6	11	1,060	162	157	173
East North Central.....	+18	-4	+14	12	232	+20	-1	12	637	275	270	266
South Atlantic.....	-16	-8	+1	23	571	+15	-4	23	1,319	231	169	222
Pacific.....	+47	+9	+37	9	261	+18	+6	7	296	249	237	221
Surgical, medical equipment, supplies.....	-1	-4	-1	35	5,217	+11	+2	31	7,789	157	141	148
Beer.....	-9	+7	-6	37	1,623	+4	+9	32	860	57	51	56
Middle Atlantic.....	-6	+21	-6	8	433	-26	-23	7	82	21	26	32
East North Central.....	-7	+5	-1	9	366	+7	+7	9	180	49	43	48
West North Central.....	-18	+13	-15	5	102	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	-21	-7	-12	4	338	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+9	+9	-1	8	345	+20	+12	8	261	76	68	74
Chemicals, industrial.....	-8	-9	-6	16	2,817	+5	+4	10	1,656	69	60	59
Clothing and furnishings (except shoes).....	-20	-14	-9	14	2,135	-10	-4	9	3,188	219	227	196
Coal.....	-24	-9	-11	19	3,619	-38	+16	17	2,759	78	95	61
Confectionery.....	-1	+3	-2	35	1,245	-4	-4	17	549	103	100	106
Middle Atlantic.....	-7	+2	-4	8	434	-11	-3	5	204	92	86	93
East North Central.....	-7	+6	-2	4	108	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	0	-6	-2	9	181	-1	-7	5	108	94	96	97
East South Central.....	+4	-5	-1	5	105	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Dairy and poultry products.....	-12	-3	-1	25	6,647	-24	-1	19	2,582	43	52	41
Drugs and sundries (liquor excluded).....	0	-7	-3	198	58,418	+3	0	160	95,768	201	193	188
New England.....	0	-5	0	11	2,522	+11	-1	9	3,882	211	188	203
Middle Atlantic.....	-4	-9	-4	24	9,806	+7	-1	17	11,207	185	166	170
East North Central.....	-1	-5	-1	25	9,649	-1	0	19	13,199	180	177	173
West North Central.....	+2	-6	-3	20	6,132	+5	+3	17	10,125	196	188	175
South Atlantic.....	+2	-8	-3	30	6,769	+2	0	23	11,019	210	208	191
East South Central.....	+5	-5	-4	18	3,534	+9	-2	12	5,823	210	196	202
West South Central.....	-1	-9	-4	30	7,052	+2	-2	27	15,224	237	229	220
Mountain.....	-5	-6	-8	12	2,009	0	-1	10	4,868	255	241	242
Pacific.....	+1	-5	-2	28	10,945	+2	0	26	20,416	188	186	179
Dry goods.....	-12	-11	-8	142	29,928	-8	-1	116	63,038	258	250	228
New England.....	-28	-28	-12	4	216	-15	-11	4	518	240	203	196
Middle Atlantic.....	-18	+1	-13	37	5,331	-4	-3	24	6,897	246	232	258
East North Central.....	-12	-10	-9	13	3,332	-13	0	13	6,239	187	189	167
West North Central.....	-10	-16	-4	17	10,821	-8	-1	16	30,646	285	278	242
South Atlantic.....	-11	-11	-11	18	2,666	-7	-2	14	6,095	255	241	231
East South Central.....	-15	-17	-8	11	967	-13	-1	8	2,592	360	352	305
West South Central.....	-5	-15	-3	15	1,950	-2	+2	15	4,368	224	217	185
Mountain.....	+9	-6	+1	6	445	-11	-2	6	1,318	296	360	286
Pacific.....	-15	-8	-11	21	4,200	-9	-2	16	4,365	239	223	212
Farm supplies.....	+16	-30	+11	19	6,291	-7	-19	9	1,743	44	53	45
Fresh fruits and vegetables.....	+9	+17	-3	59	6,436	+13	+1	39	851	21	22	26
New England.....	-3	+16	-7	6	326	+6	+2	4	51	37	31	40
Middle Atlantic.....	-12	+5	-7	15	1,052	-26	+5	8	20	6	8	7
East North Central.....	+30	+38	0	14	2,624	+16	+13	8	79	6	9	10
West North Central.....	-3	+7	-8	7	632	+16	+23	7	231	37	31	32
South Atlantic.....	-14	+6	-13	5	269	+18	-9	4	39	17	12	21
East South Central.....	+2	+16	-4	4	199	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+10	0	+1	4	1,015	(x)	(x)	(x)	(x)	(x)	(x)	(x)

See footnotes at end of table.

MAY 1954

[Data are shown by geographic division, where possible without disclosure of individual operations]

Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change		May 1954 panel			Percent change, May 1954 from—		May 1954 panel		May 1954	May 1953	Apr. 1954
	May 1954 from—		5 mo. 1954 from 5 mo. 1953 ²	Number of estab-lishments report-ing	Reported dollar values (add 000)	May 1954 from—		Number of estab-lishments report-ing	Reported dollar values (add 000)			
	May 1953	Apr. 1954				May 1953	Apr. 1954					
Groceries, total.....	+4	-7	+4	819	\$136,643	+8	+3	652	\$141,331	136	133	123
Nonaffiliated full-line wholesalers ⁴	-4	-7	-3	538	51,087	+1	0	449	56,883	137	130	129
New England.....	-2	0	+1	7	1,594	+4	-2	6	2,681	176	166	180
Middle Atlantic.....	-4	-7	+3	19	2,851	+17	-3	12	3,844	164	136	158
East North Central.....	-7	-2	-1	132	9,820	+5	+9	125	12,556	141	123	127
West North Central.....	-4	-2	-5	62	5,951	+3	-2	49	6,217	133	123	132
South Atlantic.....	-1	-6	-2	59	7,032	+4	-3	31	6,243	143	137	137
East South Central.....	+1	-8	0	34	3,968	0	-2	26	4,006	131	131	123
West South Central.....	+2	-9	-1	100	12,449	+4	-4	77	12,297	128	128	122
Mountain.....	-20	-1	-13	18	1,265	-11	-2	18	1,914	151	136	153
Pacific.....	-13	-15	-10	107	6,157	-17	-1	105	7,125	125	129	108
Voluntary-group wholesalers.....	+12	-6	+11	181	59,270	+14	+7	135	61,106	135	137	119
New England.....	+6	-2	+12	12	4,055	+6	0	8	2,222	115	125	115
Middle Atlantic.....	+4	-8	+11	31	11,151	+13	-2	22	7,854	128	118	118
East North Central.....	+16	-4	+12	43	10,959	+16	+2	31	9,925	110	114	104
West North Central.....	+25	-7	+17	58	21,023	+17	+15	58	31,778	151	162	122
South Atlantic.....	+4	-12	+5	11	2,506	+10	-4	6	1,665	127	120	119
Pacific.....	+2	-10	0	19	5,165	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Retailer-cooperative warehouses.....	+11	+1	+10	16	11,765	+16	+3	10	6,585	104	101	102
Specialty lines wholesalers.....	0	-16	+3	84	14,521	+6	-1	58	16,757	154	147	133
Middle Atlantic.....	+1	-30	+10	17	3,657	+25	+3	7	2,888	138	122	99
East North Central.....	+6	-9	+7	9	723	+17	+3	7	360	78	70	73
South Atlantic.....	-5	-12	0	14	1,736	+15	-4	10	1,763	112	91	102
East South Central.....	+1	0	0	5	549	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	+2	-4	0	5	378	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-1	-14	-3	26	5,899	-2	0	22	9,516	207	213	174
Leather and shoe findings.....	-1	0	-6	23	443	-5	0	11	969	468	456	451
Middle Atlantic.....	-7	-7	-11	4	28	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	+1	-5	-2	4	81	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central.....	-12	+7	-12	4	44	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+3	0	-5	6	224	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products.....	0	+2	-1	39	18,215	-8	-4	35	6,704	42	46	45
Middle Atlantic.....	-10	-7	-4	10	3,418	-15	+4	10	1,967	58	61	51
East North Central.....	+1	+12	-1	13	6,476	-7	-11	12	2,334	39	42	49
South Central.....	+19	+1	+12	4	3,756	-8	-6	4	1,314	35	45	38
Pacific.....	-3	-3	-10	5	3,668	+19	+2	4	797	36	31	35
Paper and its products.....	-3	-5	0	54	8,749	+1	+1	35	9,102	148	144	135
New England.....	-7	-8	+5	4	271	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-7	-1	-4	14	2,653	+2	+5	7	1,613	104	96	94
East North Central.....	-7	-8	-1	17	3,468	+4	+1	12	3,359	117	104	104
South Atlantic.....	+2	-3	+2	7	848	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+25	-8	+8	5	918	-3	+4	4	2,133	311	466	263
Petroleum.....	+2	-17	+3	29	5,598	-14	+5	29	4,832	86	103	68
Shoes and other footwear.....	-15	-39	-2	34	10,877	+2	-15	31	32,286	301	253	216
Tobacco products.....	-4	-1	-2	262	39,772	-6	-1	157	15,758	59	60	59
New England.....	-8	0	-4	27	2,454	+19	-3	8	309	60	41	63
Middle Atlantic.....	-3	0	-1	57	14,303	-12	-4	38	6,858	60	66	63
East North Central.....	-3	0	-2	62	7,935	+1	+6	37	2,800	60	57	56
West North Central.....	-4	-2	-2	40	4,737	0	+3	31	2,032	58	57	57
South Atlantic.....	-6	-4	-4	22	4,666	-11	-3	18	2,132	55	57	53
East South Central.....	+2	-3	-1	11	1,577	+11	-1	6	636	52	46	50
West South Central.....	-9	-4	-6	23	1,739	+14	+3	8	419	58	48	54
Mountain.....	-9	-5	-3	8	434	-4	+4	7	298	71	67	65
Pacific.....	+3	-6	+3	12	1,927	+27	+8	4	274	72	51	66
Wines and spirits ⁵	-1	0	-4	314	93,968	+6	+2	282	130,582	156	147	153
New England.....	-4	-11	-4	22	4,498	+17	+10	17	4,284	130	108	111
Middle Atlantic.....	+4	+7	-4	56	33,462	+5	-4	53	41,023	132	132	150
East North Central.....	-4	+10	-2	40	13,027	-1	+8	32	16,446	145	142	145
West North Central.....	+3	+15	+1	42	7,549	+9	+4	37	7,877	151	145	151
South Atlantic.....	+6	-6	-2	43	12,052	+6	+5	41	19,810	168	168	152
East South Central.....	+1	-10	-8	11	2,088	-5	+5	9	4,097	236	246	196
West South Central.....	-13	-6	-6	41	8,641	+15	+5	39	16,918	197	150	175
Mountain.....	-2	-15	-5	21	2,761	+16	0	20	4,341	183	155	151
Pacific.....	-14	-12	-9	38	9,890	+1	-1	34	15,786	194	166	161
Miscellaneous.....	-12	+1	-8	24	2,832	0	-1	12	2,213	272	181	255

x Insufficient data to show separately.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.

² Includes reports received too late for inclusion in previous monthly trends.

2 Includes reports received too late for inclusion in previous monthly trends.

3 The United States total and totals for some trades i
4 u. s. total with voluntary or cooperative groups.

4 Not affiliated with voluntary or cooperative groups.

Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

Note: Percentage changes are computed on an unweighted basis by summarizing all reports received in time for tabulation. Since coverage varies by kind of business and geographic division, depending upon participation of wholesalers in the reporting service, data shown may not necessarily represent trends of all wholesalers. They do reflect, however, the experience of those wholesalers submitting data in each of the periods for which comparisons are made.

States comprising geographic divisions

New England (Conn., Maine, Mass., N. H., R. I., Vt.)

New England (Conn., Maine, Mass., N.
Middle Atlantic (N. J., N. Y., Pa.)

Middle Atlantic (N. J., N. Y., Pa.)
East North Central (Ill., Ind., Mich., Ohio, Wis.)

West North Central (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)

West North Central (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)
South Atlantic (Del., D. C., Fla., Ga., Md., N. C., S. C., Va., W. Va.)

Geographic divisions
East South Central (Ala., Ky., Miss., Tenn.)

East South Central (Ala., Ky., Miss., Tenn.)
West South Central (Ark., La., Okla., Tex.)

West South Central (Ark., La., Okla., Tex.)
South Central - East South Central and West South Central combined.

South Central - East South Central and West South Central combined
Mountain (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)

Mountain (Ariz., Colo., Idaho,
Pacific (Calif., Oreg., Wash.)

WHOLESALE TRADE

REPORT

JUNE 1954

FOR RELEASE
AUGUST 4, 1954

SALES AND INVENTORIES

Sales and inventory trends presented in this release were compiled from confidential reports submitted to the Bureau of the Census from all parts of the country by 4,316 wholesale establishments in various kinds of business.

SALES

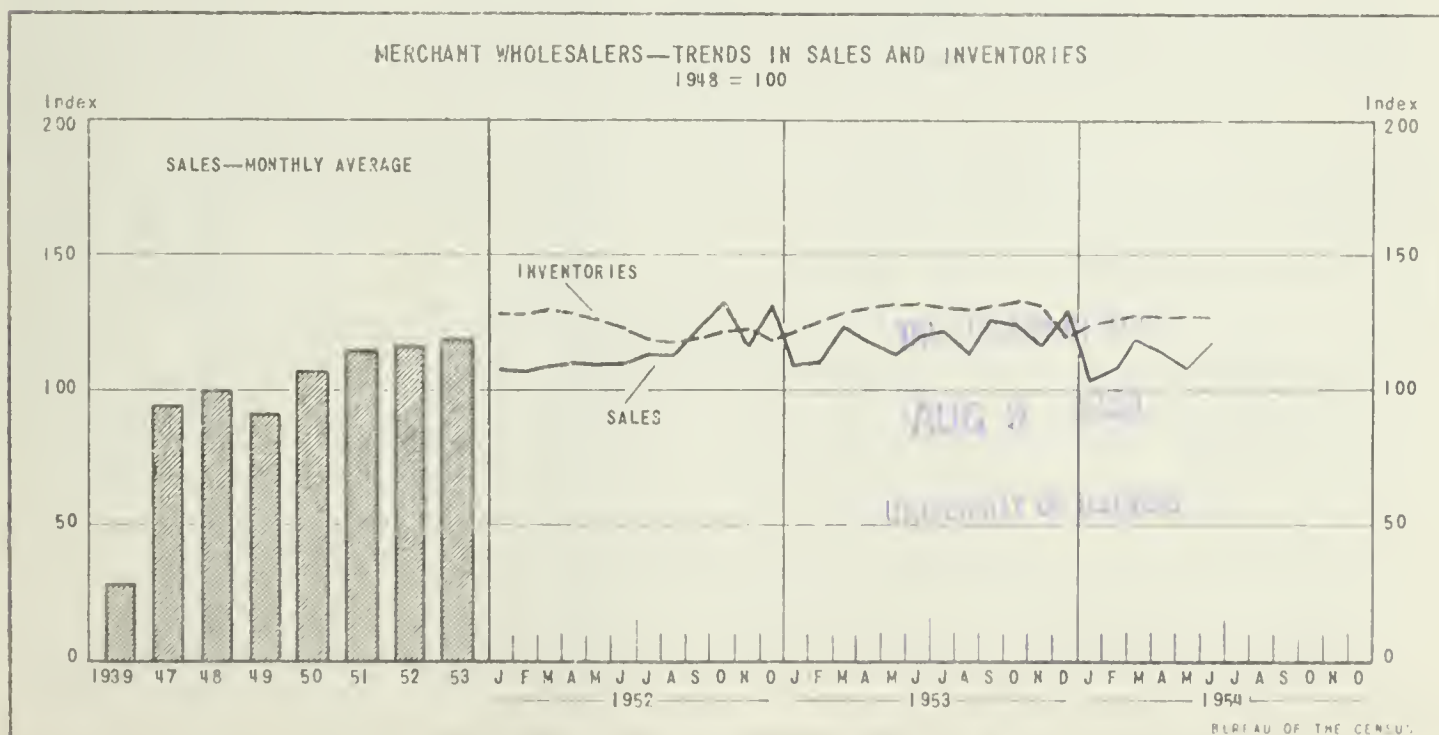
June 1954 sales of merchant wholesalers increased 9 percent over May--a gain somewhat larger than the normal seasonal trend. However, June sales were down slightly (1%) from a year ago. Cumulative sales for the first six months of 1954 were 4 percent below first half sales in 1953.

All geographic divisions reflected sales gains of 5 to 12 percent over May levels. Compared with a year ago, only three divisions--the New England, Pacific and West North Central--showed increases. Sales in the West South Central Division remained at the same level as a year ago. The remaining five divisions experienced moderate declines, the sharpest drop, 8 percent being noted in the Mountain Division.

Of the 37 kinds of business covered in this report, 6 indicated declines--mostly moderate--from the previous month. Only farm supplies, down 31 percent, showed a sharp drop. Shoes and other footwear, up 34 percent, recorded the principal increase over May sales. Other substantial gains were noted in automotive supplies (19%), full-line electrical (18%), wiring supplies and construction materials (21%), plumbing and heating supplies (19%), commercial refrigeration (22%), beer (25%), fresh fruits and vegetables (23%) and retailer-cooperative grocery warehouses (20%). Compared with a year ago, 20 trades reported sales declines--mostly under 10 percent--4 trades indicated no change, and 13 trades showed increases. Coal wholesalers, off 20 percent, noted the sharpest drop from year-ago sales, while retailer cooperative grocery warehouses, up 17 percent, reported the largest increase. First half 1954 sales were behind a year ago in 31 of the 37 trades, the durable goods trades showing the larger declines. Only one durable goods trade--commercial refrigeration (5%)--showed an increase over first half 1953 sales.

INVENTORIES

Inventories (valued at cost) of wholesalers at the end of June declined slightly (1%) from the previous month and were also down 3 percent from stocks on hand June 30, 1953. Based on reports of 3,425 establishments submitting inventory figures in conjunction with sales data, the June stock-sales ratio of 161 percent was 15 points below a month earlier and 3 points lower than reported for June 1953. Most geographic divisions indicated inventories 1 to 4 percent lower than a month earlier. Only the West North Central Division, up 2 percent, showed increased stocks while the Middle Atlantic Division showed no change from the previous month. Compared with stocks on hand a year ago, all divisions reported smaller inventories with the sharpest drop (6%) reflected in both the Mountain and Pacific Divisions.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

For sale by the Bureau of the Census: single copy--10¢, annual subscription--\$1.00

WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

JUNE 1954

[Data are shown by geographic division, where possible without disclosure of individual operations]

Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change		June 1954 panel			Percent change, June 1954 from--		June 1954 panel				
	June 1954 from--		6 mo. 1954 from 6 mo. 1953	Number of establishments reporting	Reported dollar values (add 000)	June 1954 from--		Number of establishments reporting	Reported dollar values (add 000)	June 1954	June 1953	May 1954
	June 1953	May 1954				June 1953	May 1954					
United States, total.....	-1	+9	-4	4,316	\$824,741	-3	-1	3,425	\$1,108,832	161	164	176
New England.....	+1	+12	-1	257	37,275	-4	-3	183	41,998	147	153	168
Middle Atlantic.....	-3	+7	-4	726	159,784	-2	0	554	177,594	138	136	147
East North Central.....	-1	+9	-3	826	159,970	-3	-1	686	197,254	140	143	154
West North Central.....	+4	+9	+1	554	109,974	-1	+2	421	176,635	185	193	198
South Atlantic.....	-3	+9	-5	554	90,322	-4	-1	452	140,108	176	176	194
East South Central.....	-6	+10	-6	197	34,315	-4	-3	158	49,686	164	160	187
West South Central.....	0	+5	-3	397	73,297	-2	-2	318	115,356	186	190	197
Mountain.....	-8	+8	-9	189	26,498	-6	-4	160	37,584	161	158	182
Pacific.....	+1	+12	-6	561	112,687	-6	-1	440	149,353	169	182	191
Automotive supplies.....	-9	+19	-8	403	20,100	-13	-4	262	44,257	291	299	330
New England.....	-7	+20	-6	20	699	-13	-1	9	1,738	338	349	432
Middle Atlantic.....	-6	+8	-12	48	1,021	+6	0	45	2,666	293	258	317
East North Central.....	-10	+16	-10	80	3,947	-5	-2	70	10,956	292	276	349
West North Central.....	-5	+20	-5	109	5,262	-17	-8	37	7,815	286	328	416
South Atlantic.....	-22	+32	-14	23	2,765	-21	-3	21	8,305	304	298	416
East South Central.....	-9	+47	-7	4	666	-13	-7	4	1,726	259	271	410
West South Central.....	-6	+41	-6	13	2,186	-18	-2	12	6,135	284	328	441
Mountain.....	+1	+5	0	24	639	+1	-2	20	1,389	320	328	345
Pacific.....	-4	+3	-8	82	2,915	-6	-2	44	3,527	267	275	293
Electrical group, total.....	-4	+17	-7	721	157,549	-12	-5	650	212,529	143	157	176
Full-line wholesalers.....	-3	+18	-6	476	126,760	-12	-5	468	178,914	143	158	176
New England.....	0	+20	-3	34	7,218	-10	-1	34	10,783	149	166	181
Middle Atlantic.....	-7	+13	-8	65	18,035	-13	-2	63	25,529	144	154	166
East North Central.....	+5	+25	-5	97	31,142	-10	-8	95	38,763	126	148	170
West North Central.....	+4	+24	0	43	11,460	-13	-6	48	15,576	136	163	180
South Atlantic.....	-4	+14	-4	73	17,531	-11	-5	71	27,541	157	172	187
East South Central.....	-13	+26	-14	29	6,814	-15	-9	28	9,130	138	142	193
West South Central.....	-11	+14	-6	50	13,170	-3	-3	50	22,681	172	158	204
Mountain.....	-10	+14	-9	20	3,941	-22	-3	20	5,924	150	174	176
Pacific.....	-5	+9	-8	60	17,049	-21	-4	59	22,987	136	162	155
Wiring supplies, construction materials distributors.....	+2	+21	-4	129	12,323	-3	-3	90	12,126	135	142	170
New England.....	-7	+8	-4	14	783	0	0	5	236	126	131	146
Middle Atlantic.....	-2	+12	-2	29	1,411	+2	0	19	1,911	182	172	199
East North Central.....	+6	+28	0	32	4,071	+1	-1	26	4,633	141	149	186
West North Central.....	+13	+34	+3	8	1,239	-10	-11	6	779	130	158	200
South Atlantic.....	-4	+13	-14	20	2,002	-7	-4	16	1,733	99	102	116
East South Central.....	-5	+24	-7	13	1,821	-6	-6	9	1,651	130	131	175
West South Central.....	+11	+13	-8	6	454	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	+15	+19	+2	7	542	-15	-3	6	877	162	220	198
Pacific.....												
Appliances and specialties wholesalers.....	-11	+8	-12	116	18,466	-12	-7	92	21,489	153	154	183
New England.....	-14	+1	-7	14	1,588	-18	-8	12	1,861	136	142	155
Middle Atlantic.....	-19	+3	-16	23	5,375	-12	-3	17	5,155	160	148	187
East North Central.....	+6	+24	-3	19	2,813	-16	-16	13	2,937	139	171	215
West North Central.....	+5	+12	-2	14	2,046	+2	-12	9	1,888	214	213	231
South Atlantic.....	-16	+5	-17	19	2,290	-9	-9	19	3,851	168	155	194
East South Central.....	-9	+14	-15	10	1,791	+4	-2	8	2,192	125	110	146
West South Central.....	-24	+8	-22	6	843	-35	+3	6	1,310	155	182	163
Mountain.....	-2	+5	-15	11	1,720	-11	-7	8	2,295	146	159	167
Pacific.....												
Furniture and house furnishings.....	+5	+9	-8	84	15,044	-13	-7	67	22,826	174	210	202
New England.....	+5	+9	-5	6	864	-3	-13	5	1,203	147	159	184
Middle Atlantic.....	+3	+5	-2	14	2,143	0	+5	10	4,008	257	265	253
East North Central.....	-7	+12	-12	10	2,129	-11	-10	9	3,635	186	194	234
West North Central.....	+8	+7	-6	12	2,036	-20	-8	12	3,811	187	254	213
South Atlantic.....	-3	+15	-11	11	1,051	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East South Central.....	+12	+21	-14	11	1,857	-10	-9	11	3,150	170	210	226
West South Central.....	-1	+5	-10	6	982	-16	-14	5	1,482	170	201	201
Mountain.....	+12	+4	-7	11	3,744	-22	-7	9	4,409	125	179	139
Pacific.....												
Hardware.....	-6	+9	-9	161	61,059	-5	-1	138	139,178	258	252	283
Middle Atlantic.....	-7	+7	-10	32	8,729	-4	-4	25	15,994	207	200	232
East North Central.....	-10	+5	-8	30	11,810	-9	0	29	26,734	234	230	246
West North Central.....	-4	+13	-6	19	10,845	-5	-2	19	28,853	266	271	307
South Atlantic.....	-4	+9	-12	19	4,234	-8	0	16	9,962	265	272	286
East South Central.....	-12	+7	-9	13	4,332	-1	-1	11	8,739	229	199	243
West South Central.....	-2	+15	-4	17	5,226	-3	0	12	8,064	280	278	299
Mountain.....	+2	+3	-12	7	2,157	-5	-2	5	3,494	300	334	328
Pacific.....	-5	+11	-11	21	13,265	-2	0	18	36,357	304	291	337
Industrial supplies.....	-10	+5	-11	155	21,289	-1	0	129	38,730	208	190	220
New England.....	-2	+5	-5	16	1,664	-1	-3	13	3,423	232	230	251
Middle Atlantic.....	-12	+11	-13	29	3,551	+4	+11	23	6,860	215	182	218
East North Central.....	-21	+6	-20	25	4,642	-6	-2	22	8,630	199	167	221
West North Central.....	+6	+15	-6	17	2,131	-5	-8	16	3,296	161	179	201
South Atlantic.....	-23	-5	-12	21	1,740	-7	-3	18	4,234	260	211	254
East South Central.....	-16	+8	-12	6	1,125	+10	-2	6	2,647	235	181	260
West South Central.....	-1	+1	-2	26	4,800	+4	0	16	6,124	193	194	185
Pacific.....	+2	+5	-9	15	1,636	-5	0	15	3,516	215	231	225

See footnotes at end of table.

WHOLESALESALES AND INVENTORIES, BY KIND OF BUSINESS AND GEOGRAPHIC DIVISION

JUNE 1954

Data are shown by geographic division, where possible without disclosure of individual operations.

Data are shown by geographic division, where possible without disclosure of individual operation.												
Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change		6 mo. 1954 from 6 mo. 1953	June 1954 panel		Percent change, June 1954 from--		June 1954 panel		June 1954	June 1953	May 1954
	June 1954 from--			Number of estab- lishments report- ing	Reported dollar values (add 000)	June 1953	May 1954	Number of estab- lishments report- ing	Reported dollar values (Add 000)			
	June 1953	May 1954										
Jewelry.....	-17	-8	-14	111	\$33,634	-8	-1	69	\$9,200	355	326	333
New England.....	+4	+7	-4	7	385	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-13	-11	-14	27	1,281	-15	-6	18	2,315	260	286	260
East North Central.....	-33	-7	-21	36	808	-10	+5	25	3,074	419	301	373
West North Central.....	-3	-23	-6	13	450	0	+5	11	2,179	490	476	358
South Atlantic.....	-3	+15	-9	6	220	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	+2	-9	-6	5	151	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-31	+7	-23	14	336	-8	-4	7	773	342	346	408
Lumber and building materials.....	+5	+9	-2	85	13,524	-11	0	66	12,040	125	147	135
Middle Atlantic.....	+1	+11	+6	12	1,587	+3	+1	6	673	115	122	129
East North Central.....	+1	+10	-2	12	1,963	-8	+32	9	1,562	108	114	84
West North Central.....	+26	0	+7	6	727	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	+8	+15	-5	13	1,908	+2	+21	11	1,726	174	172	156
South Central.....	+4	+10	-4	4	993	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	0	+5	-6	15	2,431	-15	-6	14	3,024	134	157	152
Pacific.....	+10	+5	-8	7	1,659	-6	-3	6	1,969	120	140	129
Machinery equipment, supplies (except electrical).....	-7	+3	-12	55	8,043	-3	-3	44	16,614	242	228	247
New England.....	-11	-2	-7	5	408	+1	+1	4	989	340	294	337
Middle Atlantic.....	-22	+12	-20	10	992	-2	0	7	1,554	172	136	193
East North Central.....	+3	+12	+2	14	2,331	-4	-3	11	4,264	235	241	241
South Atlantic.....	-9	+10	-13	8	721	0	-5	7	2,138	321	295	362
South Central.....	+45	-4	-7	7	1,430	-6	-6	6	4,286	302	469	308
Pacific.....	-1	-5	-20	8	1,067	+2	-5	6	2,003	298	303	275
Metals.....	-10	+12	-17	50	14,505	-5	-1	45	24,562	174	165	196
Paints and varnishes.....	-5	-9	-2	47	6,254	-2	0	43	17,130	280	273	254
Plumbing and heating supplies.....	-3	+19	-8	141	18,829	+4	0	118	31,240	184	174	225
New England.....	+9	+20	+1	6	322	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-2	+22	-10	31	2,567	0	+1	23	3,355	183	175	219
East North Central.....	-1	+10	-3	20	1,641	+5	-1	15	3,099	222	216	262
West North Central.....	+8	+17	+4	16	1,966	+10	+3	14	3,643	197	196	225
South Atlantic.....	-3	+25	-8	40	8,515	+5	-1	40	14,159	166	154	209
East South Central.....	-5	+28	-16	11	1,909	0	-4	10	3,133	167	159	224
Refrigeration equipment, parts (commercial).....	0	+22	+5	65	2,816	+12	+3	60	4,358	188	180	227
Middle Atlantic.....	+8	+23	+8	13	999	-2	+7	11	1,130	142	159	162
East North Central.....	+17	+63	+14	11	199	+12	+1	11	446	224	234	361
South Atlantic.....	+1	+22	+1	22	762	+20	0	22	1,636	215	181	260
Pacific.....	-6	-21	+25	10	265	+16	+7	9	427	203	202	205
Surgical, medical equipment, supplies.....	-5	+4	-1	31	5,105	+10	-1	28	7,217	149	129	155
Beer.....	+7	+25	-4	32	1,567	+37	+11	29	705	48	37	54
Chemicals, industrial.....	-2	+9	-6	15	3,014	+1	-1	11	1,852	66	63	73
Clothing and furnishings (except shoes).....	-3	+7	-9	16	2,505	-7	+12	9	3,412	222	245	195
Coal.....	-20	+7	-13	19	3,876	-35	+16	17	3,196	84	103	78
Confectionery.....	0	+3	-1	38	1,329	-5	+2	19	589	99	106	109
Middle Atlantic.....	-3	+12	-4	8	488	-15	+4	5	212	76	86	92
East North Central.....	-3	+8	-2	4	117	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	-2	+1	-2	9	182	-5	-4	5	104	93	97	94
East South Central.....	-3	+4	-1	7	143	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	+9	-24	+7	4	161	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Dairy and poultry products.....	-14	+4	-4	25	7,166	-36	+1	18	2,692	44	60	45
Drugs and sundries (liquor excluded).....	+6	+9	-2	202	64,649	+3	0	163	97,708	183	187	200
New England.....	+5	+14	+1	9	2,544	+13	-3	6	3,152	180	168	211
Middle Atlantic.....	+6	+10	-3	24	10,714	+7	0	18	11,738	169	167	185
East North Central.....	0	+11	-1	27	10,590	+3	0	22	13,761	161	156	179
West North Central.....	+15	+12	0	21	7,369	+6	0	18	11,059	175	188	197
South Atlantic.....	+4	+6	-2	30	7,416	+1	-2	23	11,356	197	207	213
East South Central.....	+1	+3	-3	15	3,214	+6	-2	12	5,735	200	192	210
West South Central.....	+4	+4	-3	35	8,483	0	+2	28	15,830	224	234	231
Mountain.....	+5	+14	-6	12	2,233	0	-2	10	4,608	217	229	254
Pacific.....	+9	+10	0	29	12,086	+2	0	26	20,469	170	181	188
Dry goods.....	-4	+9	-7	153	33,760	-7	+7	122	70,147	253	264	259
Middle Atlantic.....	-1	+8	-11	44	6,051	-7	-3	29	7,312	221	233	250
East North Central.....	-5	+19	-9	14	4,125	-15	+5	14	7,077	172	192	193
West North Central.....	-5	+5	-4	17	11,509	-4	+10	16	14,128	297	293	284
South Atlantic.....	0	+9	-9	20	3,092	-5	+11	15	7,456	256	272	253
East South Central.....	-15	+3	-9	13	1,054	-12	+3	9	2,928	376	361	374
West South Central.....	+5	+15	-2	14	4,027	-10	+8	14	4,487	221	258	235
Mountain.....	+5	+4	+2	6	485	-5	+3	5	1,360	308	342	296
Pacific.....	-6	+18	-10	22	5,208	-14	+1	17	5,080	211	246	248
Farm supplies.....	+11	-31	+11	19	4,436	+12	+32	9	7,536	79	79	44
Fresh fruits and vegetables.....	+6	+23	-1	59	8,063	+10	-9	34	196	10	10	27
New England.....	-6	+32	-7	7	454	+4	-4	4	45	33	33	42
Middle Atlantic.....	-3	+29	-6	17	1,435	+4	+4	9	26	5	5	6
East North Central.....	+7	+23	+2	14	3,358	+3	-16	6	41	11	11	15
West North Central.....	+10	+26	-4	7	796	+5	-14	7	198	25	26	37
South Atlantic.....	-13	-3	-13	4	235	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East South Central.....	-5	+7	-5	4	159	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+13	+21	+3	4	1,450	(x)	(x)	(x)	(x)	(x)	(x)	(x)

See footnotes at end of table

JUNE 1954

[Data are shown by geographic division, where possible without disclosure of individual operations]

Geographic division and kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹		
	Percent change		June 1954 from-- 6 mo. 1953	June 1954 panel		Percent change, June 1954 from--		June 1954 panel		(percent)		
	June 1954 from--			Number of estab- lishments report- ing	Reported dollar values (add 000)	Number of estab- lishments report- ing	Reported dollar values (add 000)	June 1954	June 1953	May 1954		
	June 1953	May 1954										
Groceries, total.....	+6	+7	+4	811	\$146,256	+10	-2	641	\$140,562	129	122	139
Nonaffiliated full-line wholesalers ⁴	0	+8	-2	527	54,299	+3	-4	434	53,608	123	119	138
New England.....	+4	+12	+2	7	1,789	+5	+2	6	2,738	160	161	176
Middle Atlantic.....	+7	+15	+4	19	3,650	+6	-4	13	4,130	132	134	151
East North Central.....	+4	+12	0	123	9,911	+14	0	116	11,509	131	116	145
West North Central.....	+2	+16	-4	58	6,359	+3	-5	45	5,472	110	109	137
South Atlantic.....	-3	+3	-2	64	7,787	+1	-5	34	6,293	128	121	139
East South Central.....	+7	+6	+1	32	3,860	-5	-4	25	3,549	117	134	130
West South Central.....	0	+2	-1	96	12,584	+1	-10	73	10,947	115	114	128
Mountain.....	-17	+17	-14	20	1,625	-4	-1	18	1,899	129	112	151
Pacific.....	-5	+9	-9	108	6,734	-5	+2	104	7,066	118	116	125
Voluntary-group wholesalers.....	+10	+4	+11	185	62,119	+19	+1	141	64,315	136	124	138
New England.....	+18	+20	+13	12	4,857	+2	-6	8	2,094	92	106	115
Middle Atlantic.....	+15	+9	+12	30	17,636	+9	-6	22	8,366	116	112	132
East North Central.....	+16	+5	+12	43	11,510	+20	-3	31	9,669	103	100	110
West North Central.....	+12	-1	+16	56	20,914	+28	+10	56	34,874	167	146	151
South Atlantic.....	+3	+10	+4	11	2,499	+4	-6	7	1,820	111	106	128
Pacific.....	-7	0	-1	23	5,376	+26	-8	7	2,631	173	108	188
Retailer-cooperative warehouses.....	+17	+20	+11	17	14,226	+17	0	11	6,568	100	97	105
Specialty lines wholesalers.....	+2	+7	+3	82	15,612	+1	-7	55	15,871	144	145	155
Middle Atlantic.....	-6	+8	+7	17	3,914	+11	-20	7	2,361	128	103	143
East North Central.....	+9	+17	+7	9	843	+10	-4	6	343	65	75	81
South Atlantic.....	+4	0	+1	18	1,886	+5	-5	13	1,924	113	112	118
East South Central.....	+7	-4	+1	4	486	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	+9	+13	+2	5	426	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	+12	+1	+11	5	1,315	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+4	+8	-2	19	6,397	-6	-5	15	9,021	189	206	247
Leather and shoe findings.....	-1	-1	-5	23	418	-8	-1	11	955	444	500	467
Middle Atlantic.....	-10	+6	-11	5	38	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West North Central.....	+7	+9	-9	4	48	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+1	+1	-4	6	227	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Meats and meat products.....	+1	+8	-1	36	19,212	-4	-10	32	5,839	35	33	42
Middle Atlantic.....	-6	+13	-5	8	3,658	-10	-11	8	1,668	46	48	58
East North Central.....	-1	+14	-1	13	7,367	0	-13	12	2,036	30	30	39
South Central.....	+8	-6	+11	4	3,516	-14	-10	4	1,179	34	42	35
Pacific.....	+8	+7	-7	5	3,913	+19	+4	4	827	37	32	36
Paper and its products.....	+4	+5	0	59	9,249	-3	-1	40	9,021	135	147	146
New England.....	+10	+21	+6	5	358	-3	-1	4	345	171	187	211
Middle Atlantic.....	-4	-1	-4	13	2,526	-1	+3	8	1,702	100	101	99
East North Central.....	-5	0	-1	19	3,494	-2	-2	14	3,302	114	110	116
South Atlantic.....	+9	+8	+4	6	874	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	+2	+3	+4	4	333	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Petroleum.....	-9	-8	+1	30	4,989	-13	+2	29	4,344	87	91	78
Shoes and other footwear.....	-8	+34	-2	34	14,549	0	+10	29	13,960	273	261	302
Tobacco products.....	0	+10	-2	259	43,155	0	+4	155	16,449	56	55	59
New England.....	+1	+18	-3	28	3,229	+10	+2	9	516	33	32	63
Middle Atlantic.....	0	+8	-1	57	15,406	-1	+10	36	7,246	61	62	60
East North Central.....	+1	+10	-1	61	8,390	+3	+1	38	2,851	51	49	56
West North Central.....	0	+11	-2	25	4,819	+8	+7	27	1,905	54	49	57
South Atlantic.....	-3	+8	-4	26	5,301	-7	-3	21	2,362	32	55	59
East South Central.....	-2	+1	-1	11	1,600	0	-6	6	600	48	47	52
West South Central.....	-5	+12	-6	22	1,763	+9	+1	8	428	51	49	57
Mountain.....	+5	+10	-2	7	463	-4	-8	6	267	60	66	71
Pacific.....	+9	+13	+4	12	2,184	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Wines and spirits ⁵	+3	+3	-3	338	101,691	+3	+3	311	147,682	156	196	156
New England.....	-1	+9	-3	22	5,007	+3	-10	19	5,311	121	115	144
Middle Atlantic.....	-2	-1	-4	57	33,317	+1	+6	55	46,091	141	137	131
East North Central.....	+1	-3	-2	45	15,290	+2	+5	38	21,498	154	154	145
West North Central.....	+12	+6	+3	44	7,320	-5	-1	38	7,186	138	165	146
South Atlantic.....	+3	-1	-2	49	12,582	+4	-1	49	21,549	171	170	171
East South Central.....	-8	-4	-8	11	1,993	0	+5	10	4,898	263	243	242
West South Central.....	+11	-7	-4	44	8,630	+8	+5	44	19,141	222	227	197
Mountain.....	+6	+19	-2	23	3,657	+8	-6	19	4,286	136	143	174
Pacific.....	+9	+29	-6	43	13,395	+5	+2	39	17,722	147	154	192
Miscellaneous.....	-17	-17	-10	28	6,355	-2	+18	16	4,177	95	76	66

x Insufficient data to show separately.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.

² Includes reports received too late for inclusion in previous monthly trends.

³ The United States total and totals for some trades include a number of establishments not assigned to a geographic division.

⁴ Not affiliated with voluntary or cooperative groups.

⁵ Based on reports submitted by wholesalers located in the so-called "license" States which do not have State control or monopoly distribution at the wholesale level.

Note: Percentage changes are computed on an unweighted basis by summarizing all reports received in time for tabulation. Since coverage

varies by kind of business and geographic division depending upon participation of wholesalers in the reporting service, data shown

may not necessarily represent trends of all wholesalers. They do reflect, however, the experience of those wholesalers submitting

data in each of the periods for which comparisons are made.

States comprising geographic divisions

New England (Conn., Maine, Mass., N.H., R.I., Vt.) East South Central (Ala., Ky., Miss., Tenn.)

Middle Atlantic (N.J., N.Y., Pa.) West South Central (Ark., La., Okla., Tex.)

East North Central (Ill., Ind., Mich., Ohio, Wis.) South Central - East South Central and West South Central combined
West North Central (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.) Mountain (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)

West North Central (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.) • Mountain (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)
 South Atlantic (Del., D. C., Fla., Ga., Md., N. C., S. C., Va., W. Va.) Pacific (Calif., Oreg., Wash.)

South Atlantic (Del., D.C., Fla., Ga., Md., N.C., S.C., Va., W.Va.) Pacific (Calif., Oreg., Wash.)

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WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE

Sinclair Weeks, Secretary

BUREAU OF THE CENSUS

Robert W. Burgess, Director

JULY 1954

FOR RELEASE
SEPTEMBER 15, 1954

SALES AND INVENTORIES

Beginning with this report, the kind-of-business groups for which data are presented have been revised to conform with those shown in the Census of Business for 1948 and the recently published Annual Wholesale Trade Report for 1953. Data shown in this report are based on reports submitted by a revised reporting panel of over 6,000 merchant wholesalers representing firms in all parts of the country and various kinds of business. This reporting panel is part of a probability sample recently developed by the Bureau of the Census in order to provide national dollar volume estimates of sales and inventories of merchant wholesalers by kinds of business. These dollar volume estimates are now being compiled and will be introduced in the Monthly Wholesale Trade Report in the near future.

SALES

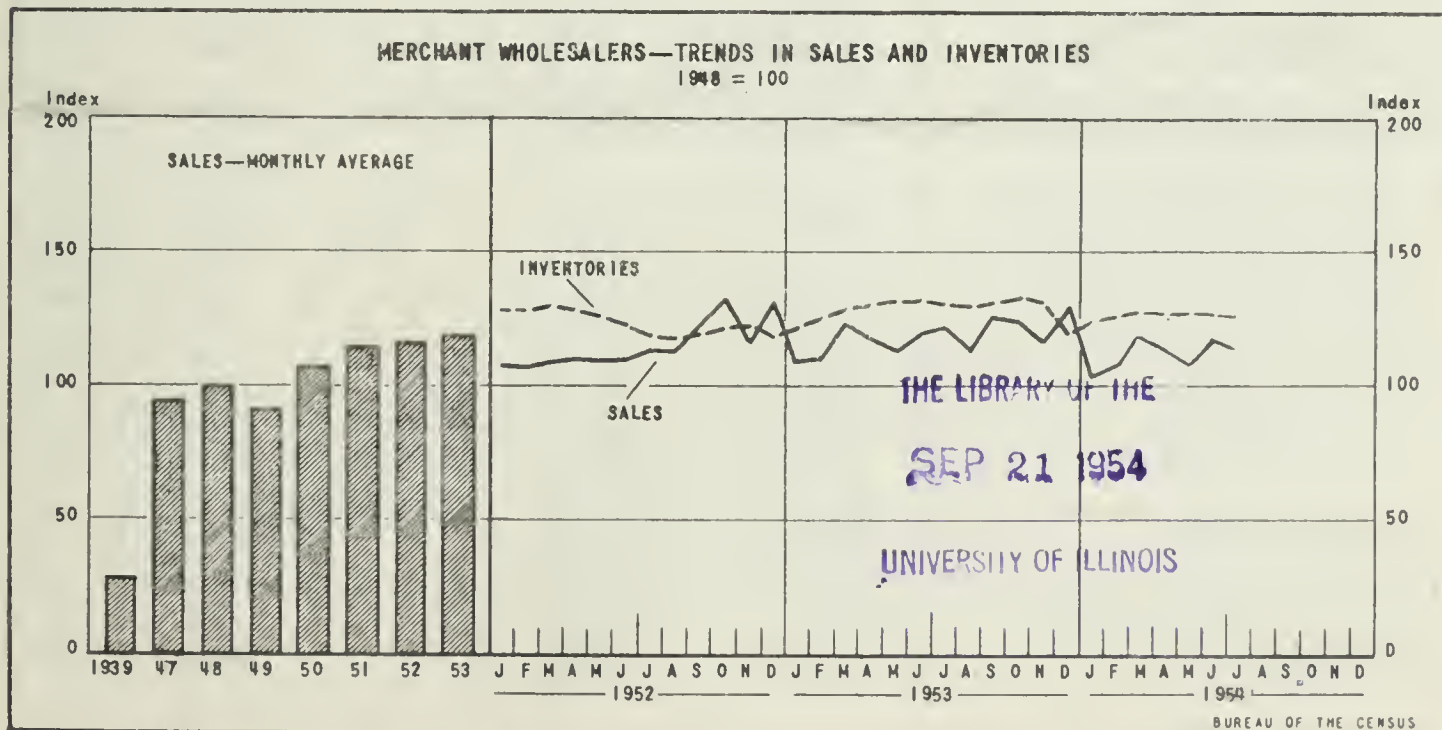
July 1954 sales of merchant wholesalers dropped 5 percent below the previous month and were down 7 percent from a year ago. Cumulative sales for the first seven months of 1954 were 4 percent below the corresponding period of last year.

Six divisions experienced declines from the June level with the sharpest drop (12%) noted in the New England Division. The West South Central Division showed no change from the previous month, while the Mountain and the West North Central Divisions experienced gains of 2 and 5 percent, respectively. Compared with a year ago, most divisions reflected decreases of 4 to 11 percent. However, two divisions--the West North Central (up 1%) and the West South Central (up 5%) reported gains over last year.

Most trades reported July sales below the level of the previous month as well as a year ago. The sharpest drop below June sales (18%) was indicated by air conditioning, commercial refrigeration equipment distributors, and by farm supplies dealers. Compared with July a year ago, sharp declines were noted by waste materials dealers (39%), iron-steel scrap dealers (32%), coal wholesalers (32%), and iron and steel products distributors (28%).

INVENTORIES

Inventories (valued at cost) of wholesalers at the end of July declined slightly (1%) from the previous month and were also down 3 percent from stocks on hand July 31, 1953. Based on reports of establishments submitting inventory figures in conjunction with sales data, the July stock-sales ratio of 136 percent was 6 points above a month earlier and 2 points higher than reported for July 1953. By geographic division, the most significant change in inventories from a month earlier--a decline of 5 percent--was shown by the East South Central Division. Compared with stocks on hand a year ago, the West South Central Division noted a slight increase (1%). All other divisions, however, reported declines, with the Mountain Division showing the sharpest drop (10%).



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

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Table 1.—TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS

JULY 1954

Kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹		
	Percent change		July 1954 panel			Percent change, July 1954 from--		July 1954 panel		(percent)		
	July 1954 from--		7 mo. 1954 from 7 mo. 1953	Number of establishments reporting	Reported dollar values ³ (add 000)	July 1954 from--		Number of establishments reporting ²	Reported dollar values ³ (add 000)	July 1954	July 1953	June 1954
	July 1953	June 1954				July 1953	June 1954					
United States, total, all kinds of business	-7	-5	-4	6,890	\$1,518,783	-3	-1	5,067	\$1,547,402	136	134	130
Grocery, confectionery, meat wholesalers.....	-3	-6	+3	767	238,022	+15	0	565	130,980	80	66	76
General-line grocery wholesalers.....	+1	-3	+6	412	112,615	+10	0	354	72,352	98	97	96
Nonaffiliated ⁴	-7	-1	-3	274	31,125	+9	+4	243	29,198	117	112	114
Voluntary groups.....	+5	+3	+10	124	50,229	+14	-2	100	33,400	91	85	94
Retailer-cooperative.....	+3	-14	+10	14	31,261	+5	-1	11	9,754	83	94	68
Specialty-line grocery wholesalers.....	-6	-8	+1	186	96,452	+24	-1	114	53,097	79	54	73
Confectionery wholesalers.....	-1	-6	-2	70	6,328	+18	-1	32	2,112	45	47	43
Meat, meat products wholesalers.....	-9	-9	-2	99	22,627	-9	+1	65	3,419	20	22	18
Edible farm products distributors.....	-9	-4	-2	512	138,510	-8	-11	386	32,254	32	25	33
Dairy, poultry products distributors.....	-12	-3	-3	258	94,402	-11	-11	177	23,723	36	27	38
Fresh fruit, vegetable wholesalers.....	-2	-6	-1	254	44,108	+8	-10	209	8,531	23	17	24
Beer, wine, distilled spirits wholesalers.....	-9	-14	-4	238	60,339	+1	-3	212	81,752	152	157	139
Beer distributors.....	-4	+2	-2	92	9,277	+8	-3	76	3,624	41	32	44
Wine, distilled spirits wholesalers.....	-10	-16	-4	146	51,062	-1	-3	136	78,128	173	180	154
Drugs, chemicals, allied products wholesalers.....	-4	-4	-3	474	109,467	-3	0	331	138,303	157	161	151
Drug wholesalers (general and specialty lines).....	-2	-4	-2	244	81,003	+3	+1	195	118,682	169	176	161
Industrial chemicals, explosives wholesalers.....	-9	-1	-6	142	23,951	+3	-8	97	15,757	101	76	107
Paint, varnish wholesalers.....	-2	-9	-2	88	4,513	+3	0	39	3,864	166	143	158
Tobacco distributors.....	-5	0	-2	194	44,132	-3	-1	98	15,563	52	49	53
Dry goods, apparel wholesalers.....	-11	-7	-8	273	63,288	-11	+2	158	126,050	317	327	277
Clothing, furnishings, footwear wholesalers.....	-8	+17	-7	73	8,184	-4	-3	40	8,816	219	228	248
Dry goods wholesalers (general and specialty lines).....	-18	-11	-9	121	29,721	-5	+2	80	79,476	338	290	288
Piece goods converters.....	+1	-8	n.a.	79	25,383	-25	+4	38	37,758	309	481	262
Furniture, home furnishings wholesalers.....	-9	-14	-8	198	20,644	-9	+1	136	28,979	215	216	180
Furniture wholesalers.....	-7	-8	n.a.	82	5,928	-5	-7	49	6,545	166	162	160
Home furnishings, floor coverings wholesalers.....	-10	-17	n.a.	116	14,716	-10	+3	87	22,434	234	237	188
Paper, allied products wholesalers.....	+7	-13	0	281	46,130	+7	+2	218	48,842	118	97	111
Paper wholesalers.....	+9	-4	n.a.	190	42,041	+8	+2	169	41,900	107	86	102
Stationery, wallpaper wholesalers.....	-14	-17	n.a.	91	4,089	-1	0	49	6,942	308	235	253
Inedible farm products merchants.....	-7	+3	n.a.	106	78,933	+25	+10	60	39,765	101	83	92
Automotive wholesalers.....	-1	+3	n.a.	351	44,390	-17	-6	277	59,443	143	234	157
Motor-vehicle distributors.....	+13	+1	n.a.	47	23,127	-10	-9	42	15,374	67	112	74
Automotive equipment, tire-tube wholesalers.....	-5	+6	-8	304	21,263	-18	-5	235	44,069	236	275	267
Electrical, electronic, appliance goods distributors.....	-10	-2	-8	645	169,369	-13	-6	587	224,406	140	142	144
Electrical equipment, supplies wholesalers ⁵	-9	-2	-6	461	123,390	-12	-6	447	163,520	134	140	138
Electrical appliances, TV and radio sets and parts, and electronic parts, equipment distributors.....	-12	-2	-13	184	45,979	-15	-6	140	60,886	162	150	163
Hardware, plumbing, heating goods wholesalers.....	-7	-4	-8	432	98,647	-5	-3	349	199,658	231	231	230
Hardware wholesalers.....	-9	-6	-9	167	63,335	-7	-3	133	144,762	255	258	249
Plumbing, heating goods distributors.....	-1	+1	-7	265	35,312	+2	-2	216	54,896	184	164	190
Lumber, construction materials distributors.....	-1	-14	-2	360	79,471	-5	-5	253	54,803	107	97	102
Lumber, millwork wholesalers.....	-6	-16	n.a.	247	66,286	-7	-5	181	46,374	114	103	107
Construction materials distributors.....	+9	-2	n.a.	113	13,185	+4	+1	72	8,429	81	78	79
Machinery, equipment, supplies distributors.....	-9	-10	-3	1,009	96,545	-2	-2	830	155,616	188	175	172
Air conditioning, commercial refrigeration equipment distributors.....	-7	-18	+2	70	2,780	+12	-9	53	2,894	135	130	108
Commercial machines, equipment distributors.....	+10	-2	n.a.	115	9,802	+14	-5	90	10,880	122	151	128
Industrial machinery, equipment, supplies houses.....	-10	-6	-11	239	29,795	-4	+1	190	40,480	168	153	159
Professional equipment, supplies houses ⁶	-5	-5	n.a.	264	15,795	+16	+1	238	27,747	195	153	185
Surgical, medical, hospital supply houses.....	-4	-5	-2	35	5,881	+14	-2	23	6,423	130	116	128
Service establishment equipment, supplies houses.....	-7	-10	n.a.	120	7,441	+2	+2	94	9,595	175	175	160
Other machinery, equipment distributors.....	-13	-17	n.a.	201	30,932	-9	-4	164	64,020	231	211	196
Metals, metalwork (except scrap) distributors.....	-15	-1	-16	199	71,798	+13	0	140	73,747	171	130	167
Iron, steel and products distributors.....	-28	-8	n.a.	124	24,869	+26	0	85	53,271	264	199	252
Nonferrous metals distributors.....	-8	+4	n.a.	75	46,929	-8	+1	55	20,476	89	82	88
Iron-steel scrap, waste materials dealers.....	-36	-10	n.a.	167	19,227	+16	+8	84	7,956	89	55	71
Iron-steel scrap dealers.....	-32	-11	n.a.	72	12,194	+26	+9	38	5,311	101	57	77
Waste materials dealers.....	-39	-8	n.a.	95	7,033	+9	+5	46	2,685	72	54	61
Other merchant wholesalers ⁶	-8	-8	n.a.	684	139,871	-6	+4	383	129,245	144	118	119
Amusement, sporting goods wholesalers.....	+2	+3	n.a.	95	10,704	+6	+2	66	14,883	177	172	180
Book, periodical, newspaper wholesalers.....	-14	+16	n.a.	81	8,440	-10	+25	26	4,688	123	137	120
Coal wholesalers.....	-32	-14	-14	140	30,690	+19	+18	59	25,659	170	66	112
Farm supplies wholesalers.....	0	-18	+8	129	29,745	0	+33	89	21,760	104	96	60
Jewelry wholesalers.....	+5	+1	-12	111	10,286	+13	0	63	20,433	279	266	268

See page 4 for footnotes.

Table 2.—TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS

JULY 1954

Kind of business and geographic division	Sales				Inventory, end-of-month (at cost)				Stock-sales ratios ¹		
	Percent change, July 1954 from—		July 1954 panel		Percent change, July 1954 from—		July 1954 panel		(percent)		
	July 1953	June 1954	Number of estab- lishments report- ing ²	Reported dollar values ³ (add 000)	July 1953	June 1954	Number of estab- lishments report- ing ²	Reported dollar values ³ (add 000)	July 1954	July 1953	June 1954
Merchant wholesalers ⁶	-7	-5	6,890	\$1,518,783	-3	-1	5,067	\$1,547,402	136	134	130
New England.....	-11	-12	434	84,761	-2	0	268	108,374	177	163	152
Middle Atlantic.....	-9	-8	1,712	483,769	-1	0	1,016	346,658	109	102	98
East North Central.....	-8	-6	1,440	308,988	-4	-1	1,127	329,013	134	125	126
West North Central.....	+1	+5	668	150,129	-4	-1	551	193,124	150	164	162
South Atlantic.....	-9	-3	715	114,241	-5	-2	549	140,322	155	147	152
East South Central.....	-4	-7	339	59,883	-4	-5	259	69,265	165	167	157
West South Central.....	+5	0	600	113,024	+1	-2	491	148,836	153	166	157
Mountain.....	-6	+2	236	26,603	-10	-2	208	40,552	166	177	172
Pacific.....	-9	-6	746	177,385	-7	-3	598	171,258	132	150	130
General-line grocery wholesalers.....	+1	-3	412	112,615	+10	0	354	72,352	98	97	96
New England.....	0	-14	5	3,004	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-6	-19	39	6,855	+10	+5	35	7,326	134	134	100
East North Central.....	-4	-1	110	17,539	+3	+2	94	10,247	116	113	110
West North Central.....	+9	+7	110	24,530	+18	-1	110	22,721	93	80	100
South Atlantic.....	+1	-2	18	4,623	+2	0	12	4,006	106	98	102
East South Central.....	-15	+5	17	3,411	+8	-2	11	1,850	90	137	104
West South Central.....	+2	+2	47	12,016	+13	+4	45	11,079	94	95	92
Mountain.....	-25	+8	23	2,692	-7	-7	23	3,553	132	125	153
Pacific.....	+2	-9	43	37,945	+25	-2	22	10,403	78	76	69
Specialty-line grocery wholesalers.....	-6	-8	186	96,452	+24	-1	114	53,097	79	54	73
New England.....	+8	-3	15	1,070	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-7	-12	66	66,379	+33	0	35	34,442	65	37	56
East North Central.....	+5	+4	41	10,591	0	+2	31	11,530	124	157	133
South Atlantic.....	-6	-5	19	1,570	+2	+5	12	1,021	110	103	97
Pacific.....	-18	-10	14	3,588	+52	-16	10	4,781	209	178	269
Dairy, poultry products distributors.....	-12	-3	258	94,402	-11	-11	177	23,723	36	27	28
New England.....	+4	-3	6	4,811	+29	-2	4	661	47	24	40
Middle Atlantic.....	-10	-7	78	28,187	-5	-7	55	6,773	36	26	34
East North Central.....	-10	-5	75	32,567	-10	-13	53	8,332	31	29	34
West North Central.....	+21	+18	12	4,343	-2	-23	8	3,033	97	55	154
South Atlantic.....	-12	+5	25	6,612	+20	-9	21	1,047	45	30	52
Pacific.....	-19	-3	44	15,071	-27	-5	29	3,378	28	22	29
Fresh fruit, vegetable wholesalers.....	-2	-6	254	44,108	+8	-10	209	8,531	23	17	24
New England.....	0	-29	15	1,007	-9	+4	13	230	28	(x)	17
Middle Atlantic.....	-17	-17	24	5,210	-15	-10	15	159	5	3	4
East North Central.....	-3	-1	39	11,865	-13	-9	32	1,087	12	10	14
West North Central.....	+16	+18	51	6,286	+1	-1	47	981	17	16	21
South Atlantic.....	-5	-4	24	2,396	+11	-4	11	945	67	66	67
Mountain.....	-29	+13	28	2,091	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-1	-5	52	9,584	+12	-15	50	3,126	35	9	39
Drug wholesalers (general and specialty lines)	-2	-4	244	81,003	+3	+1	195	118,682	169	176	161
New England.....	+1	-7	16	5,054	+4	+2	14	6,424	149	145	136
Middle Atlantic.....	-3	-5	45	16,347	+3	-4	30	17,499	148	145	149
East North Central.....	-3	-6	43	21,761	+7	0	33	25,100	128	155	120
West North Central.....	-1	-5	15	5,321	+4	+3	13	8,417	182	175	169
South Atlantic.....	-2	-1	35	10,625	+2	+2	29	15,006	185	177	181
East South Central.....	-2	+2	15	2,900	+4	+1	12	5,664	201	182	204
West South Central.....	+1	-2	41	7,872	0	+4	32	16,870	238	240	227
Mountain.....	-5	-8	9	1,797	+1	+2	8	4,110	230	218	207
Pacific.....	-6	-6	25	10,263	+5	+5	24	19,592	200	183	176
Tobacco distributors.....	-5	0	194	44,132	-3	-1	98	15,563	52	49	53
New England.....	-9	-2	26	5,116	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-5	+4	38	12,862	-3	-6	20	4,590	48	45	53
East North Central.....	-6	-8	38	10,025	+8	-3	27	2,927	41	44	39
West North Central.....	-1	0	13	2,413	+27	+6	11	1,393	75	55	70
South Atlantic.....	-7	+5	23	6,620	-22	+2	15	2,564	58	61	60
East South Central.....	-2	+17	10	1,729	+10	+3	8	659	42	37	48
West South Central.....	-1	+14	24	3,349	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	-2	-2	10	715	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Dry goods, apparel wholesalers.....	-11	-7	273	63,288	-11	+2	158	126,050	317	327	277
New England.....	-33	-41	11	7,243	+1	+2	8	36,031	461	345	291
Middle Atlantic.....	-4	-5	178	38,704	-22	+3	81	45,903	294	403	252
East North Central.....	-15	+4	14	1,062	-14	+3	12	2,621	257	247	265
West North Central.....	-10	+14	18	9,732	-9	+1	14	28,848	299	293	338
South Atlantic.....	-13	+20	25	3,074	0	+3	22	6,984	235	248	277
East South Central.....	-4	+28	13	2,051	-13	+1	11	3,364	168	179	219
Pacific.....	-11	-9	12	1,406	-19	-3	9	2,291	174	198	164
Furniture, home furnishings wholesalers.....	-9	-14	198	20,644	-9	+1	136	28,979	215	216	180
New England.....	-10	-7	11	818	-21	-5	6	1,051	247	308	237
Middle Atlantic.....	-16	-15	58	7,827	0	-7	27	4,344	182	132	170
East North Central.....	-13	-19	42	4,106	-14	-1	35	8,492	227	217	182
West North Central.....	0	-25	14	1,652	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	-28	-11	14	904	-21	-3	6	861	273	239	181
East South Central.....	-5	-25	18	143	+1	+4	18	381	266	305	194
West South Central.....	+9	-9	18	1,764	-7	0	17	4,009	233	271	210
Pacific.....	+7	-1	19	2,813	-3	+7	13	4,591	174	192	164

See page 4 for footnotes.

Table 2.—TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS—Continued

JULY 1954											
Kind of business and geographic division	Sales				Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change, July 1954 from—		July 1954 panel		Percent change, July 1954 from—		July 1954 panel		July 1954	July 1953	June 1954
			Number of estab- lishments report- ing ²	Reported dollar values ³ (add 000)			Number of estab- lishments report- ing ²	Reported dollar values ³ (add 000)			
	July 1953	June 1954			July 1953	June 1954					
Automotive equipment, tire-tube wholesalers.	-5	+6	304	\$21,263	-18	-5	235	\$44,069	236	275	267
New England.....	-2	+15	11	640	-11	-6	9	1,548	273	306	341
Middle Atlantic.....	-17	-9	32	1,251	+5	-2	10	296	153	137	178
East North Central.....	-1	+4	66	5,972	-26	-7	48	11,295	219	309	247
West North Central.....	-1	+11	26	2,733	-21	-6	22	6,503	244	304	287
South Atlantic.....	-16	+13	19	2,901	-11	-2	9	6,900	256	243	302
East South Central.....	-11	+8	48	1,720	-9	-6	47	4,469	260	223	299
West South Central.....	+1	+6	40	3,247	-11	-5	30	7,190	245	283	277
Pacific.....	-7	+5	42	1,737	-14	-3	41	3,545	208	226	226
Electrical, electronic appliance goods wholesalers.....	-10	-2	645	169,369	-13	-6	587	224,406	140	142	144
New England.....	-17	-6	43	9,081	-8	+1	41	14,666	165	149	153
Middle Atlantic.....	-22	-7	109	28,857	-7	-2	94	40,620	160	131	144
East North Central.....	-13	-13	133	41,182	-13	-5	125	56,338	143	134	132
West North Central.....	+18	+16	77	21,228	-13	-8	69	22,140	119	149	152
South Atlantic.....	-11	+2	97	23,171	-12	-6	87	31,586	144	146	155
East South Central.....	-7	-3	39	8,662	-15	-8	36	11,030	130	143	137
West South Central.....	+4	+7	58	14,489	-12	-14	54	20,139	140	167	176
Mountain.....	-12	+5	23	4,480	-19	-2	23	6,143	137	150	147
Pacific.....	-12	+5	66	18,219	-21	-7	58	21,744	122	135	137
Hardware wholesalers.....	-9	-6	167	63,335	-7	-3	133	144,762	255	258	249
Middle Atlantic.....	-14	-16	24	4,586	-9	-3	11	8,170	266	219	231
East North Central.....	-16	-9	34	17,828	-9	-3	32	43,788	252	245	235
West North Central.....	-6	-4	15	11,289	-7	-3	14	27,064	241	256	240
South Atlantic.....	+1	-2	22	4,018	-3	-2	18	8,832	250	262	256
East South Central.....	+1	+6	21	8,265	+4	-3	17	18,611	244	225	272
West South Central.....	+2	-4	20	6,406	-7	-3	15	8,548	197	246	205
Mountain.....	-7	-2	7	1,692	-6	-3	7	5,414	320	324	323
Pacific.....	-10	-8	19	8,468	-10	-2	16	22,607	311	323	292
Plumbing, heating goods wholesalers.....	-1	+1	265	35,312	+2	-2	216	54,896	184	164	190
New England.....	+7	+7	25	1,852	+5	-1	12	5,373	176	182	167
Middle Atlantic.....	-13	-3	58	7,145	-8	0	44	7,482	171	182	169
East North Central.....	+12	+2	43	4,955	-2	-3	41	9,174	187	171	197
West North Central.....	+38	+3	20	4,069	-3	-5	20	6,622	163	208	176
South Atlantic.....	-7	-6	53	8,950	+8	-2	44	13,800	176	145	165
East South Central.....	+9	+2	18	3,021	+4	-4	15	4,129	173	177	180
West South Central.....	+2	+21	28	2,717	+4	-6	26	5,311	202	202	262
Pacific.....	-15	+10	13	2,156	-11	+13	8	2,157	142	134	139
Lumber, construction materials dealers.....	-1	-14	360	79,471	-5	-5	253	54,803	107	97	102
New England.....	-9	-11	23	6,442	-37	-9	14	4,760	87	43	83
Middle Atlantic.....	+11	-15	85	19,740	+3	-6	61	10,725	75	63	73
East North Central.....	-6	-6	87	12,643	-4	-4	53	11,111	138	117	131
West North Central.....	+11	-18	20	8,856	-15	-5	14	2,699	99	76	117
South Atlantic.....	-14	-1	19	3,245	-21	-5	15	1,802	77	74	83
East South Central.....	-9	-4	11	2,197	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	+17	-6	40	6,672	-14	-4	39	8,532	130	104	127
Mountain.....	+4	-5	19	3,579	-11	-4	18	5,062	148	171	147
Pacific.....	-14	-25	56	16,097	+5	-1	36	9,309	123	124	99
Industrial machinery, equipment, supplies distributors.....	-10	-6	239	29,795	-4	+1	190	40,480	168	153	159
Middle Atlantic.....	-25	-14	45	5,165	-3	0	30	5,377	163	125	128
East North Central.....	-15	-15	54	5,780	-8	-3	48	7,386	140	130	133
West North Central.....	-7	-16	13	1,944	+2	-2	12	3,133	172	188	145
South Atlantic.....	-7	-2	22	4,335	-13	+7	15	6,585	201	220	178
East South Central.....	-1	-4	13	1,926	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	+8	+9	50	7,177	+6	+3	45	12,055	173	181	184
Pacific.....	-15	0	32	2,428	-9	-3	27	3,042	167	173	179

x Insufficient data to show separately.

n.a. Cumulative trends not available for this classification.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.² Establishments reporting in this survey are part of a probability sample representing merchant wholesalers in all kinds of business.

However, percentage changes shown in table 1 and table 2 are computed on an unweighted basis by summarizing those reports received in time for tabulation and which provide data in each of the periods for which comparisons are made. Data may not necessarily represent trends of all wholesalers but do reflect the experience of those wholesalers reporting.

³ Reported values are shown merely as an indication of coverage represented by the reporting panel for a kind of business or a geographic division. These should not be used for trend comparisons with reported values for other months because the reporting panel may vary in size from month to month, depending upon the number of reports received in time for tabulation.⁴ Not affiliated with voluntary groups or cooperative groups.⁵ Includes general-line electrical goods and apparatus wholesalers.⁶ Totals include data for some kinds of business not shown separately.

States comprising geographic divisions

New England (Conn., Maine, Mass., N. H., R. I., Vt.)

Middle Atlantic (N. J., N. Y., Pa.)

East North Central (Ill., Ind., Mich., Ohio, Wis.)

West North Central (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)

South Atlantic (Del., D. C., Fla., Ga., Md., N.C., S.C., Va., W.Va.)

East South Central (Ala., Ky., Miss., Tenn.)

West South Central (Ark., La., Okla., Tex.)

South Central - East South Central and West South Central combined.

Mountain (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)

Pacific (Calif., Oreg., Wash.)

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Table 1.—TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS

AUGUST 1954

Kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change		August 1954 panel			Percent change, August 1954 from--		August 1954 panel				
	August 1954 from--		8 mo. from 1953	Number of establishments reporting ²	Reported dollar values ³ (add 000)	August 1954 from--		Number of establishments reporting ²	Reported dollar values ³ (add 000)			
	Aug. 1953	July 1954				Aug. 1953	July 1954			Aug. 1954	Aug. 1953	July 1954
United States, total.....	+6	+1	-3	6,935	\$1,587,655	-4	+1	4,971	\$1,608,331	135	145	136
Grocery, confectionery, meat wholesalers.....	+3	-6	+3	655	227,430	+6	-4	486	129,501	85	77	83
General-line grocery wholesalers.....	+5	+1	+6	325	112,519	+4	+3	281	75,773	103	109	102
Nonaffiliated ⁴	+4	+5	-2	215	34,615	+8	+5	202	37,350	121	130	122
Voluntary group.....	0	-5	+8	89	41,273	+2	+1	66	27,680	94	93	88
Retailer-cooperative.....	+13	-4	+10	16	36,132	0	-2	9	10,527	80	99	89
Specialty-line grocery wholesalers.....	+1	-15	+1	153	80,776	+10	-13	90	47,318	87	61	83
Confectionery wholesalers.....	+1	-8	-1	67	5,229	+12	-8	38	1,018	65	53	68
Meat, meat products wholesalers.....	0	+1	-2	110	28,906	+3	+1	77	4,792	22	20	22
Edible farm products distributors.....	-6	-11	-3	458	105,993	-5	-5	372	32,564	36	26	33
Dairy, poultry products distributors.....	-8	-6	-3	219	72,535	-7	-6	182	23,783	37	28	37
Fresh fruit, vegetable wholesalers.....	-1	-21	-1	239	33,458	+1	-1	190	8,781	32	22	26
Beer, wine, distilled spirits wholesalers....	+1	-1	-3	232	65,435	+2	+2	189	75,717	130	149	127
Beer distributors.....	+3	-6	-1	110	13,004	+13	-6	86	4,154	37	28	37
Wine, distilled spirits wholesalers.....	+1	+1	-3	122	52,431	+2	+2	103	71,563	152	174	150
Drugs, chemicals, allied products wholesalers	+6	+5	-2	510	119,541	+2	+1	358	155,560	158	176	164
Drug wholesalers (general and specialty lines).....	+5	+4	-1	253	88,667	+1	+2	204	133,550	172	193	176
Industrial chemicals, explosives wholesalers	+7	+7	-5	166	26,431	+20	-2	117	17,784	96	75	106
Paint, varnish wholesalers.....	+5	0	-2	91	4,443	0	-9	37	4,226	215	191	235
Tobacco distributors.....	+2	-3	-2	133	31,973	+4	-4	71	11,399	63	55	63
Dry goods, apparel wholesalers.....	-1	+31	-7	316	96,015	-6	-1	154	119,630	222	236	301
Clothing, furnishings, footwear wholesalers	+3	+63	-5	84	14,771	-20	-12	39	6,736	134	132	246
Dry goods wholesalers (general and specialty lines).....	-3	+27	-8	143	43,021	-5	-1	76	77,687	253	252	331
Piece goods converters.....	0	+26	n.a.	89	38,223	-8	+2	39	35,207	194	237	261
Furniture, home furnishings wholesalers.....	0	+20	-7	170	25,307	-8	+1	109	30,675	180	193	213
Furniture wholesalers.....	-5	+17	n.a.	84	8,193	-3	+8	44	9,353	183	178	189
Home furnishings, floor coverings wholesalers.....	+2	+21	n.a.	86	17,114	-10	-2	65	21,322	179	201	224
Paper, allied products wholesalers.....	+10	+12	+2	298	49,734	+6	-1	205	43,784	104	92	118
Paper wholesalers.....	+9	+10	n.a.	179	41,457	+8	-1	149	35,188	94	79	104
Stationery, wallpaper wholesalers.....	+16	+22	n.a.	119	8,277	0	-2	56	8,596	189	279	266
Inedible farm products merchants.....	+8	-16	n.a.	113	98,840	+6	+11	85	65,129	105	128	90
Automotive wholesalers.....	0	-1	n.a.	407	33,605	-17	-2	287	54,596	192	233	192
Motor-vehicle distributors.....	+23	+5	n.a.	57	8,022	+3	-5	40	6,313	84	82	93
Automotive equipment, tire-tube wholesalers	-5	-3	-7	350	25,583	-18	-2	247	48,283	230	275	224
Electrical, electronic, appliance goods distributors.....	+9	-1	-6	668	163,369	-15	-1	624	219,002	142	180	141
Electrical equipment, supplies wholesalers ⁵	+11	-2	-4	498	120,662	-13	-2	485	161,901	136	179	135
Electrical appliances, TV and radio sets and parts, and electronic parts, equipment distributors.....	0	+4	-12	170	42,707	-18	0	139	57,101	161	183	163
Hardware, plumbing, heating goods wholesalers	-1	+4	-7	504	110,812	-4	0	368	216,523	221	235	230
Hardware wholesalers.....	-1	+4	-8	226	76,365	-6	0	140	160,378	236	253	245
Plumbing, heating goods distributors.....	+2	+4	-6	278	34,447	+8	0	219	56,145	188	171	194
Lumber, construction materials distributors..	+15	+4	0	359	85,714	-1	-3	258	54,309	100	105	105
Lumber, millwork wholesalers.....	+10	+5	n.a.	257	64,977	-7	-5	173	40,476	107	110	116
Construction materials distributors.....	+29	+3	n.a.	122	20,737	+15	+5	85	13,833	84	93	81
Machinery, equipment, supplies distributors..	-2	+1	-7	1,025	101,970	-4	+4	759	177,255	212	208	204
Air conditioning, commercial refrigeration equipment distributors.....	+2	-11	+2	77	4,623	+6	+2	48	3,603	95	190	87
Commercial machines, equipment distributors	+1	-12	n.a.	100	6,584	-1	0	66	8,153	178	138	138
Industrial machinery, equipment, supplies houses.....	-6	-3	-10	265	33,744	-3	-1	193	63,578	234	198	225
Professional equipment, supplies houses ⁶ ...	+18	+12	n.a.	315	20,352	+15	+21	249	36,639	201	212	189
Surgical, medical, hospital supply houses	+5	-2	-1	42	2,891	+2	+2	27	3,496	183	181	173
Service establishment equipment, supplies houses.....	+8	+9	n.a.	88	6,703	-1	+3	56	6,751	172	201	164
Other machinery, equipment distributors....	-9	+3	n.a.	180	29,964	-12	0	147	58,531	226	226	229
Metals, metalwork (except scrap) distributors	-8	0	-16	192	80,742	+6	+4	137	79,834	152	134	154
Iron, steel and products distributors.....	-8	+13	n.a.	115	29,468	+10	0	73	51,672	247	236	265
Nonferrous metals distributors.....	-8	-6	n.a.	77	51,274	0	+12	59	28,762	90	84	84
Iron-steel scrap, waste materials dealers....	-31	+5	n.a.	191	26,008	+22	+7	116	14,709	105	61	108
Iron-steel scrap dealers.....	-36	0	n.a.	105	17,025	+28	+5	62	9,397	117	59	111
Waste materials dealers.....	-25	+14	n.a.	86	8,983	+16	+9	54	5,312	83	63	102
Other merchant wholesalers ⁶	-9	+10	n.a.	604	108,377	+6	+5	331	84,199	120	111	123
Amusement, sporting goods wholesalers.....	+10	+10	n.a.	102	11,234	+13	-2	72	15,769	167	158	187
Book, periodical, newspaper wholesalers....	-14	+9	n.a.	86	8,852	-10	0	24	2,967	119	153	136
Coal wholesalers.....	-21	+14	-15	188	48,312	+9	+8	93	24,935	83	67	94
Farm supplies wholesalers.....	-1	-4	+8	125	27,471	+3	+7	91	21,422	97	32	86
Jewelry wholesalers.....	-7	+32	-12	103	12,508	+7	+7	51	19,050	239	219	277

See page 4 for footnotes.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS

AUGUST 1954

Kind of business and geographic division	Sales				Inventory, end-of-month (at cost)				Stock-sales ratios ¹		
	Percent change, August 1954 from--		August 1954 panel		Percent change, August 1954 from--		August 1954 panel		(percent)		
	August 1953	July 1954	Number of estab- lishments report- ing ²	Reported dollar values ³ (add 000)	August 1953	July 1954	Number of estab- lishments report- ing ²	Reported dollar values ³ (add 000)	August 1954	August 1953	July 1954
Merchant wholesalers.....	+6	+1	6,935	\$1,587,655	-4	+1	4,971	\$1,608,331	139	141	136
New England.....	-1	+5	465	46,160	-1	+6	303	121,424	172	168	172
Middle Atlantic.....	+1	+1	1,847	533,246	0	-1	1,123	377,070	104	105	108
East North Central.....	-3	+2	1,337	299,151	-6	0	1,087	310,108	132	140	136
West North Central.....	+4	-1	617	150,428	-3	+1	450	189,226	148	163	145
South Atlantic.....	+2	+3	749	125,594	-8	+1	574	160,126	157	177	160
East South Central.....	-3	-4	300	68,227	-5	-4	233	34,961	159	178	159
West South Central.....	+2	-10	590	108,472	0	+4	502	150,491	161	174	137
Mountain.....	+9	0	200	30,218	-8	+2	164	45,813	181	176	179
Pacific.....	+8	+5	730	176,139	-8	0	535	168,711	139	172	141
General-line grocery wholesalers.....	+5	+1	325	112,519	+4	+3	281	75,773	103	109	112
Middle Atlantic.....	+3	+9	13	6,807	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	+9	+1	113	23,920	-1	+2	101	14,768	100	111	98
West North Central.....	+10	-5	81	25,822	+9	+1	78	24,318	95	95	90
South Atlantic.....	+8	+8	16	4,002	+12	+6	15	3,976	115	120	118
East South Central.....	-19	+7	17	3,870	+13	-1	15	3,126	86	57	92
West South Central.....	-8	-2	32	9,620	-10	+2	31	3,980	94	110	89
Mountain.....	0	-4	19	4,708	-9	+7	15	2,956	178	166	177
Pacific.....	+10	+4	29	32,027	+17	+6	16	10,646	124	152	124
Specialty-line grocery wholesalers.....	+1	-15	153	80,776	+10	-13	90	47,318	67	61	83
New England.....	0	+2	14	2,050	+7	+5	7	808	107	109	110
Middle Atlantic.....	+4	-17	69	54,780	+19	-14	39	32,096	76	41	71
East North Central.....	-2	-14	23	7,721	-10	-14	19	9,275	123	164	124
West North Central.....	+22	+7	8	1,673	-1	-6	4	366	50	52	52
South Atlantic.....	+19	+8	10	937	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	-14	-7	9	6,583	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-15	-23	13	2,540	+6	-12	9	1,697	113	85	108
Dairy, poultry products distributors.....	-8	-6	219	72,535	-7	-6	182	23,783	37	28	35
New England.....	-8	-1	19	4,594	-38	-20	18	668	24	18	21
Middle Atlantic.....	-8	-4	63	21,191	-2	+2	45	6,068	35	27	35
East North Central.....	-8	-12	55	24,731	+3	-18	50	7,706	35	30	37
West North Central.....	-26	-1	20	1,932	-11	-3	16	1,173	66	16	67
South Atlantic.....	-9	-1	16	2,508	-9	-11	13	949	40	37	45
South Central.....	+8	+2	12	1,749	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-7	-2	29	15,742	-30	+5	28	6,417	41	27	36
Fresh fruit, vegetable wholesalers.....	-1	-21	239	33,458	+1	-1	190	8,781	32	22	26
New England.....	+1	-24	18	1,174	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-9	-28	33	4,395	+3	-7	13	149	6	8	4
East North Central.....	-1	-29	32	6,737	-4	+3	24	695	16	7	11
West North Central.....	+25	-17	15	1,847	+8	+6	8	240	16	19	13
South Atlantic.....	-5	-13	24	1,882	+12	+3	16	970	64	64	61
East South Central.....	-5	-10	7	372	+39	+8	5	55	15	12	13
West South Central.....	-12	-22	32	6,245	-3	-7	31	2,478	40	27	33
Mountain.....	+17	-14	22	1,823	-2	+2	21	695	39	11	33
Pacific.....	+33	-13	56	8,983	-10	+2	52	3,189	38	10	33
Drug wholesalers (general and specialty lines)	+5	+4	253	88,667	+1	+2	204	133,550	172	193	176
New England.....	+5	-2	19	4,850	0	0	15	6,449	157	167	154
Middle Atlantic.....	0	+5	58	20,028	+5	+1	41	27,792	176	165	180
East North Central.....	+2	+1	36	21,502	+3	+4	24	26,507	136	175	132
West North Central.....	+6	+2	18	6,733	+2	+4	16	10,260	173	193	172
South Atlantic.....	+10	+7	45	12,067	-3	+2	39	19,516	184	209	194
South Central.....	+8	+9	46	10,844	+2	+4	28	15,112	220	231	234
Pacific.....	+7	+7	24	10,916	+2	+1	23	19,248	182	197	191
Tobacco distributors.....	+2	-3	133	31,973	+4	-4	71	11,399	63	55	61
New England.....	-12	0	9	2,532	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-1	0	27	6,718	+11	+1	16	3,006	70	47	60
East North Central.....	+10	-1	27	7,670	+5	-16	14	1,693	64	73	75
West North Central.....	-1	-6	11	2,158	+25	-10	5	782	62	50	66
South Atlantic.....	-1	-6	25	7,057	+15	+3	17	3,016	61	46	56
West South Central.....	+4	-12	17	3,562	+15	0	10	1,228	51	48	43
Pacific.....	+16	+6	15	2,652	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Dry goods, apparel wholesalers.....	-1	+31	316	96,615	-6	-1	154	119,630	222	236	301
New England.....	-10	+22	19	12,924	+1	-1	9	36,563	334	300	297
Middle Atlantic.....	+2	+28	211	56,819	-8	+2	94	43,125	191	224	242
East North Central.....	-4	+32	24	2,813	-18	-4	17	3,532	149	165	200
West North Central.....	-3	+29	13	12,142	-11	-4	11	26,216	220	240	295
South Atlantic.....	-8	+49	9	2,854	-7	-9	6	4,112	153	152	255
South Central.....	-5	+44	28	3,829	-12	+2	10	5,049	170	135	243
Pacific.....	+18	+22	11	4,523	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Furniture, home furnishings wholesalers.....	0	+20	17	25,307	-3	+1	109	30,675	180	193	213
New England.....	-18	+18	9	1,199	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-3	+24	48	10,264	+8	+1	20	5,524	152	140	195
East North Central.....	-8	+33	39	5,693	-9	+7	26	8,799	182	159	228
West North Central.....	+13	+15	12	1,264	-4	+1	9	2,897	216	254	264
South Atlantic.....	-15	+16	14	959	-16	+1	9	2,098	280	326	332
South Central.....	+4	0	21	2,467	-11	+3	15	4,515	208	231	199
Pacific.....	+9	+9	22	3,331	-17	-9	22	5,091	153	195	188

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS--Continued

AUGUST 1954

Kind of business and geographic division	Sales				Inventory, end-of-month (at cost)				Stock-sales ratios ¹		
	Percent change, August 1954 from--		August 1954 panel		Percent change, August 1954 from--		August 1954 panel		(percent)		
			Number of estab- lishments report- ing ²	Reported dollar values ³ (add 000)			Number of estab- lishments report- ing ²	Reported dollar values ³ (add 000)			
	August 1953	July 1954			August 1953	July 1954			August 1954	August 1953	July 1954
Automotive equipment, tire-tube wholesalers..	-5	-3			350	\$25,583			-18	-2	247
New England.....	-12	-1	7	1,091	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-7	-3	56	2,717	-6	0	38	3,993	235	277	220
East North Central.....	-24	-16	59	5,638	-34	-4	45	11,803	229	256	197
West North Central.....	+11	-7	22	2,484	-19	0	14	5,154	241	335	234
South Atlantic.....	+2	+9	45	4,738	-7	-2	40	9,573	212	252	237
South Central.....	+8	-4	74	4,586	-7	-1	70	11,496	252	312	245
Mountain.....	+4	+12	27	1,439	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+10	+8	60	2,890	-1	-2	19	1,767	192	228	206
Electrical, electronic,appliance goods wholesalers.....	+9	-1	668	163,369	-15	-1	624	219,002	142	180	141
New England.....	+5	+1	44	9,368	-5	-1	40	14,422	168	185	172
Middle Atlantic.....	-3	+4	116	29,896	-14	-1	99	42,972	155	179	162
East North Central.....	+6	+2	171	38,909	-14	+2	162	52,608	143	167	142
West North Central.....	+14	-8	61	17,802	-13	-4	55	19,560	130	160	117
South Atlantic.....	+9	-1	102	23,235	-16	-4	96	30,604	138	181	141
East South Central.....	+18	-3	36	7,361	-22	-7	34	9,111	127	192	132
West South Central.....	+16	-17	59	13,343	-16	-2	59	21,149	159	219	134
Mountain.....	+16	+6	22	4,770	-14	+3	22	6,348	133	179	137
Pacific.....	+23	+8	57	18,685	-23	+1	57	22,228	119	185	127
Hardware wholesalers.....	-1	+4	226	76,365	-6	0	149	160,378	236	253	246
New England.....	-2	-9	5	757	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+17	+14	21	4,622	-6	+7	14	6,208	169	215	186
East North Central.....	-6	+11	38	19,277	-10	-2	31	41,998	221	239	250
West North Central.....	+2	+4	63	14,100	-6	+3	15	29,564	237	262	239
South Atlantic.....	-9	+5	23	5,168	-6	+7	17	10,629	252	236	245
East South Central.....	-2	-1	21	13,063	-1	-3	20	29,720	229	225	234
West South Central.....	0	-7	27	7,807	-6	+2	25	14,087	234	272	209
Mountain.....	-5	0	6	1,445	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+1	+6	22	10,126	-9	-3	19	23,037	293	323	319
Plumbing, heating goods wholesalers.....	+2	+4	278	34,447	+10	0	219	56,145	188	168	194
New England.....	-9	+2	17	1,936	+20	0	10	5,442	358	332	366
Middle Atlantic.....	-2	+7	85	8,859	+2	0	61	11,436	168	176	177
East North Central.....	+4	+11	49	4,829	+4	-2	38	8,571	188	141	214
West North Central.....	+17	+1	19	3,675	+8	-3	19	5,765	157	238	164
South Atlantic.....	+3	+5	57	9,907	+14	+2	46	15,206	178	153	182
East South Central.....	+15	+8	14	2,434	+9	+3	12	3,329	154	162	162
West South Central.....	-7	-16	24	1,742	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-9	-2	7	598	-6	-2	6	1,623	274	266	272
Lumber, construction materials dealers.....	+15	+4	359	85,714	-1	-3	258	54,309	100	105	105
New England.....	+11	-3	36	7,445	-28	+8	30	6,221	88	60	79
Middle Atlantic.....	+27	-4	82	19,962	+10	0	64	12,294	80	86	76
East North Central.....	+14	+16	69	12,436	-10	-9	52	10,098	130	142	169
West North Central.....	+11	+5	27	12,173	+4	+1	18	4,040	72	59	77
South Atlantic.....	+11	+7	35	6,427	-15	-4	21	3,715	85	113	93
East South Central.....	-1	+10	14	2,620	-10	-1	11	1,499	120	153	138
West South Central.....	+39	+1	39	6,601	-11	-3	36	8,044	130	147	135
Mountain.....	+25	-16	7	2,267	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+3	+14	50	15,783	+31	-2	21	6,856	149	143	177
Industrial machinery, equipment, supplies distributors.....	-6	-3	265	33,744	-3	-1	193	63,578	234	198	225
Middle Atlantic.....	-8	-5	70	6,379	-5	-3	44	7,359	180	165	178
East North Central.....	-3	+10	42	3,481	+3	+1	33	4,733	182	183	193
West North Central.....	+6	-13	25	2,599	-10	-6	13	2,646	165	171	157
South Atlantic.....	-7	-7	27	4,654	-6	-7	20	7,231	192	211	199
South Central.....	-2	-2	47	6,004	-1	0	43	11,736	203	286	202
Pacific.....	-9	-4	36	7,725	+3	0	29	18,266	273	193	246

x Insufficient data to show separately.

n.a. Cumulative trends not available for this classification.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.² Establishments reporting in this survey are part of a probability sample representing merchant wholesalers in all kinds of business.

However, percentage changes shown in table 1 and table 2 are computed on an unweighted basis by summarizing those reports received in time for tabulation and which provide data in each of the periods for which comparisons are made. Data may not necessarily represent trends of all wholesalers but do reflect the experience of those wholesalers reporting.

³ Reported values are shown merely as an indication of coverage represented by the reporting panel for a kind of business or a geographic division. These should not be used for trend comparison with reported values for other months because the reporting panel may vary in size from month to month, depending upon the number of reports received in time for tabulation.⁴ Not affiliated with voluntary groups or cooperative groups.⁵ Includes general-line electrical goods, wiring supplies, construction materials, and apparatus wholesalers.⁶ Totals include data for some kinds of business not shown separately.

States comprising geographic divisions

New England (Conn., Maine, Mass., N. H., R. I., Vt.)

Middle Atlantic (N. J., N. Y., Pa.)

East North Central (Ill., Ind., Mich., Ohio, Wis.)

West North Central (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)

South Atlantic (Del., D. C., Fla., Ga., Md., N. C., S. C., Va., W. Va.)

East South Central (Ala., Ky., Miss., Tenn.)

West South Central (Ark., La., Okla., Tex.)

South Central - East South Central and West South Central combined.

Mountain (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)

Pacific (Calif., Creg., Wash.)

8
331 MONTHLY

Ref.

WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE

Sinclair Weeks, Secretary

BUREAU OF THE CENSUS

Robert W. Burgess, Director

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UNIVERSITY OF ILLINOIS

SEPTEMBER 1954

FOR RELEASE
NOVEMBER 5, 1954

SALES AND INVENTORIES

Data shown in this report are based on reports submitted by a reporting panel of over 7,000 merchant wholesalers representing firms in all parts of the country and various kinds of business. This reporting panel is part of a probability sample recently developed by the Bureau of the Census in order to provide national dollar volume estimates of sales and inventories of merchant wholesalers by kinds of business. These dollar volume estimates are now being compiled and will be introduced in the Monthly Wholesale Trade Report in the near future.

SALES

September 1954 sales of merchant wholesalers showed a seasonal increase of 6 percent above the previous month. However, sales were down 5 percent from a year ago, and cumulative sales for the first nine months of 1954 were 3 percent below the corresponding period of last year.

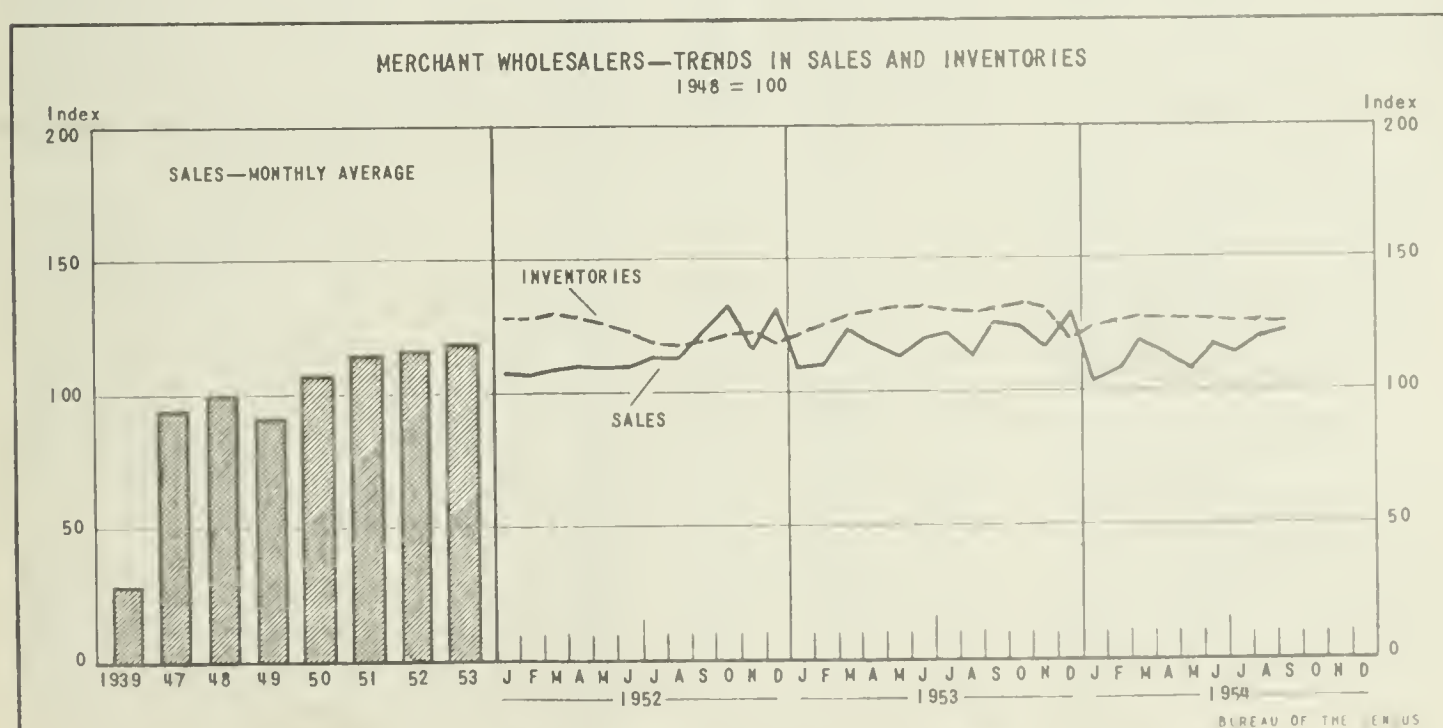
Seven geographic divisions reflected moderate to substantial sales increases over the level of the previous month, the largest gain being registered by the East South Central Division (23%). The West South Central Division showed no change from previous month sales, while the Mountain Division indicated a slight decline (2%). Compared with a year ago, increases were noted in the Pacific Division (6%) and in the West North Central Division (3%). All other divisions showed declines, the largest being registered by the Middle Atlantic (8%) and East North Central (11%) Divisions.

Most trades reported increases over August 1954 sales. Substantial increases were registered by edible farm products merchants (24%), confectionery wholesalers (21%), and electrical appliances distributors (21%). However, 13 trades showed declines from August levels. Industrial machinery, equipment, and supplies houses, down 11 percent, reported the principal decrease in sales. Compared with September 1953 sales, sharp declines were noted for iron and steel scrap dealers (42%) and for industrial machinery wholesalers (22%). While most trades reported September 1954 sales below a year ago, 14 trades did indicate gains.

INVENTORIES

Inventories (valued at cost) of wholesalers at the end of September showed no change from the previous month but were down 4 percent below stocks on hand September 31, 1953. Based on reports of establishments submitting inventory figures in conjunction with sales data, the September 1954 stock-sales ratio of 130 percent was 4 points below the previous month and 2 points lower than the September 1953 ratio.

By geographic divisions, the principal change from the previous month was an increase of 6 percent in the East South Central Division. Three divisions showed smaller increases, three others noted declines, while the East North Central and Pacific Divisions remained at about the same level. Only one division, the West South Central, reported inventories higher than a year ago (4%). The West North Central Division showed no change in inventories, and declines were registered in all others.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

For sale by the Bureau of the Census: single copy—10¢, annual subscription—\$1.00

Table 1.—TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS

SEPTEMBER 1954

Kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change		September 1954 panel			Percent change, Sept. 1954 from--		September 1954 panel		Sept. 1954	Sept. 1953	Aug. 1954
	Sept. 1954 from--		Number of estab-lishments report-ing ²	Reported dollar values ³ (add 000)	Sept. 1954 from--	Number of estab-lishments report-ing ²	Reported dollar values ³ (add 000)					
	Sept. 1953	Aug. 1954										
United States, total.....	-5	+6	-3	7,747	\$1,946,891	-4	0	5,425	\$1,807,451	130	132	134
Grocery, confectionery, meat wholesalers.....	-3	+5	+2	1,408	431,509	+11	-4	1,076	251,814	86	71	94
General-line grocery wholesalers.....	+2	+6	+5	543	143,646	+10	-1	441	96,443	120	126	128
Nonaffiliated ⁴	-2	+12	-2	360	47,063	+18	-3	353	56,791	149	142	168
Voluntary group.....	+1	+3	+7	114	57,500	-3	+1	53	29,709	95	110	98
Retailer-cooperative.....	+7	+4	+10	16	34,820	+11	+5	9	9,943	90	106	86
Specialty-line grocery wholesalers.....	-10	+3	0	197	111,960	+15	-9	116	52,938	70	37	79
Confectionery wholesalers.....	-5	+21	-2	74	6,815	0	+9	36	1,569	75	73	72
Meat, meat products wholesalers.....	-4	+9	-2	104	29,705	-11	-15	68	4,421	21	21	26
Edible farm products distributors.....	-7	0	-3	508	126,317	-13	-1	352	29,788	33	24	34
Dairy, poultry products distributors.....	-10	+2	-4	277	93,158	-16	-3	193	21,404	33	26	35
Fresh fruit, vegetable wholesalers.....	0	-3	-1	231	33,159	+3	+6	159	8,384	34	18	31
Beer, wine, distilled spirits wholesalers....	-1	+8	-3	286	91,273	-5	+3	222	107,989	148	158	163
Beer distributors.....	-12	-7	-3	100	9,067	-2	-6	77	3,777	53	38	52
Wine, distilled spirits wholesalers.....	0	+10	-3	186	82,206	-5	+3	145	104,212	159	171	178
Drugs, chemicals, allied products wholesalers	0	+8	-2	518	136,644	-2	+1	371	151,336	141	163	151
Drug wholesalers (general and specialty lines).....	+2	+11	0	258	100,390	-2	+2	198	123,979	148	172	163
Industrial chemicals, explosives wholesalers	-22	-2	-7	165	31,119	-3	-1	118	22,420	106	95	106
Paint, varnish wholesalers.....	-1	+3	-1	95	5,135	-9	-5	55	4,937	173	204	188
Tobacco distributors.....	-4	+6	-2	183	45,187	+4	+3	114	19,832	62	59	63
Dry goods, apparel wholesalers.....	-5	+1	-6	340	112,885	-8	0	162	148,705	199	219	202
Clothing, furnishings, footwear wholesalers	0	-6	-4	84	14,771	-13	+2	42	10,755	158	140	159
Dry goods wholesalers (general and specialty lines).....	+2	+10	-7	149	48,079	-9	-5	73	75,487	202	229	239
Piece goods converters.....	-15	-5	n.a.	107	50,035	-7	+7	47	62,463	204	221	173
Furniture, home furnishings wholesalers.....	-1	+10	-1	220	31,960	-7	-1	124	31,583	157	169	173
Furniture wholesalers.....	-1	+8	n.a.	80	9,218	-8	-1	46	8,138	137	144	148
Home furnishings, floor coverings whole-salers.....	-1	+11	n.a.	140	22,742	-6	0	78	23,445	166	182	184
Paper, allied products wholesalers.....	+1	-2	+1	295	60,157	-7	-4	228	57,911	107	98	110
Paper wholesalers.....	+1	-2	n.a.	191	52,956	-9	-5	170	49,887	100	91	104
Stationery, wallpaper wholesalers.....	+5	0	n.a.	104	7,201	+6	-1	58	8,024	180	182	180
Inedible farm products merchants.....	-9	+24	n.a.	199	176,578	+9	+10	137	138,896	156	125	136
Automotive wholesalers ⁶	-2	+7	n.a.	450	41,406	-17	-3	301	51,574	157	265	178
Automotive equipment, tire-tube wholesalers	-8	-4	-8	400	28,141	-17	-3	264	46,953	230	309	225
Electrical, electronic, appliance goods distributors.....	-6	+8	-6	657	184,019	-9	+2	602	241,660	141	144	147
Electrical equipment, supplies wholesalers ⁵	-8	+2	-5	477	125,523	-12	+4	455	172,443	140	144	137
Electrical appliances, TV and radio sets and parts, and electronic parts, equip-ment distributors.....	-1	+21	-11	180	58,496	0	-1	147	69,217	145	141	176
Hardware, plumbing, heating goods wholesalers	-11	+5	-8	458	112,743	-4	-2	284	196,121	210	199	227
Hardware wholesalers.....	-13	+8	-8	219	82,769	-6	-3	133	155,746	214	205	239
Plumbing, heating goods distributors.....	-2	-2	-5	239	29,974	+10	0	151	40,375	193	173	188
Lumber, construction materials distributors..	+16	+12	+2	407	97,581	-2	-3	266	54,443	104	94	109
Lumber, millwork wholesalers.....	+18	+15	n.a.	232	71,888	-4	-1	152	35,159	97	99	102
Construction materials distributors.....	+11	+3	n.a.	175	25,693	+4	-6	114	19,284	119	81	126
Machinery, equipment, supplies distributors..	-4	-2	-6	1,138	123,063	-5	-3	914	189,633	176	190	179
Air conditioning, commercial refrigeration equipment distributors.....	+22	-3	+4	87	5,137	+23	-2	65	4,860	107	159	108
Commercial machines, equipment distributors	0	+10	n.a.	105	6,250	-6	+1	75	9,589	173	151	192
Industrial machinery, equipment, supplies houses.....	-13	-11	-11	337	39,006	-11	-2	277	61,381	183	172	167
Professional equipment, supplies houses ⁶ ...	+2	+12	n.a.	269	25,224	+17	-4	239	32,189	136	155	160
Surgical, medical, hospital supplies houses	-6	+4	-2	41	6,354	+14	-2	36	7,967	137	113	145
Service establishment equipment, supplies houses.....	0	+5	n.a.	82	6,025	-5	-3	51	7,058	141	156	156
Other machinery, equipment distributors....	0	-2	n.a.	217	35,067	-11	-2	171	66,589	217	239	220
Metals, metalwork (except scrap) distributors	-13	-1	-15	222	515,977	-2	-2	156	77,929	138	123	145
Iron, steel and products distributors.....	-11	-2	n.a.	155	33,739	+5	-3	109	57,907	224	252	229
Nonferrous metals distributors.....	-14	0	n.a.	67	482,238	-15	0	47	20,022	65	64	69
Iron-steel scrap, waste materials dealers....	-26	+2	n.a.	206	40,433	+31	+10	118	14,508	55	72	50
Iron-steel scrap dealers.....	-42	0	n.a.	121	32,569	+41	+14	74	12,107	53	69	47
Waste materials dealers.....	+3	+11	n.a.	85	7,864	+17	-6	44	2,401	65	79	76
Other merchant wholesalers ⁶	-7	+7	n.a.	671	132,487	+9	+2	381	93,658	107	88	111
Amusement, sporting goods wholesalers.....	+3	+8	n.a.	125	15,893	+16	-1	96	20,085	141	128	155
Book, periodical, newspaper wholesalers....	-15	+5	n.a.	98	9,927	-5	-2	24	4,245	116	121	124
Coal wholesalers.....	-9	+9	-14	219	60,987	+22	+6	108	27,563	77	41	78
Farm supplies wholesalers.....	-5	-3	+7	138	29,853	+9	+2	109	24,803	100	82	96
Jewelry wholesalers.....	+1	+18	-10	91	15,827	-4	+1	44	16,962	193	248	219

See page 4 for footnotes.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS

SEPTEMBER 1954

Kind of business and geographic division	Sales				Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change, Sept. 1954 from--		September 1954 panel		Percent change, Sept. 1954 from--		September 1954 panel				
	Sept. 1953	Aug. 1954	Number of estab- lishments report- ing ²	Reported dollar values ³ (add 000)	Sept. 1953	Aug. 1954	Number of estab- lishments report- ing ²	Reported dollar values ³ (add 000)			
Merchant wholesalers ⁶	-5	+6	7,747	\$1,946,891	-4	0	5,425	\$1,807,451	130	132	134
New England.....	-1	+9	553	109,000	-5	-4	366	117,349	135	146	155
Middle Atlantic.....	-8	+5	1,830	632,873	-2	-1	1,071	406,796	101	94	104
East North Central.....	-11	+4	1,518	378,409	-7	0	1,099	348,798	119	121	123
West North Central.....	+3	+3	770	177,484	0	-5	565	240,647	176	171	184
South Atlantic.....	-4	+16	782	162,962	-7	+4	570	172,424	156	170	161
East South Central.....	-3	+23	385	89,115	-8	+6	273	97,334	138	174	156
West South Central.....	-4	0	760	143,150	+4	+3	592	175,232	165	154	157
Mountain.....	-1	-2	247	33,208	-4	+1	203	48,961	166	169	163
Pacific.....	+6	+5	902	220,690	-7	0	686	199,910	122	154	126
General-line grocery wholesalers.....	+2	+6	543	143,646	+10	-1	441	96,443	120	126	128
New England.....	+10	+10	9	3,238	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+5	+7	67	17,709	+4	-7	53	10,610	103	127	117
East North Central.....	+2	+4	109	20,436	-1	+6	101	12,417	103	111	99
West North Central.....	+2	+6	73	26,784	+35	-9	50	26,758	168	138	215
South Atlantic.....	+1	+3	19	3,491	+9	+5	13	3,505	145	149	145
East South Central.....	-1	+9	46	8,234	+3	-1	41	7,833	118	111	129
West South Central.....	-4	+9	82	16,785	-10	+8	59	10,313	102	106	104
Mountain.....	-15	+1	21	2,442	-10	+3	17	3,328	166	149	161
Pacific.....	+4	+4	117	44,527	+7	+5	102	20,494	103	129	99
Specialty-line grocery wholesalers.....	-10	+3	197	111,960	+15	-9	116	52,938	70	37	79
Middle Atlantic.....	-11	+2	93	82,853	+30	-8	53	36,970	59	25	66
East North Central.....	-11	-4	25	8,494	-2	-12	16	8,269	130	126	143
West North Central.....	+4	-4	12	1,498	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	+13	-19	9	524	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	+7	+7	14	6,800	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-1	+20	25	7,659	-12	-29	15	2,403	53	56	89
Dairy, poultry products distributors.....	-10	+2	277	93,158	-16	-3	193	21,404	33	26	35
New England.....	-11	-5	17	5,825	-15	-8	15	662	22	12	23
Middle Atlantic.....	-12	-16	74	28,092	-11	-6	50	5,761	33	24	37
East North Central.....	-15	-1	64	26,472	-3	-5	46	6,359	30	26	31
West North Central.....	+1	+1	18	2,578	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	-7	+5	17	7,354	-2	+12	9	719	31	15	30
West South Central.....	+37	+26	9	1,333	+14	-2	7	388	43	30	50
Pacific.....	+1	+3	64	18,928	-39	+2	48	4,783	27	34	28
Fresh fruit, vegetable wholesalers.....	0	-3	231	33,159	+3	+6	159	8,384	34	18	31
New England.....	-13	-2	22	1,552	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-12	+1	28	4,736	+23	+19	12	87	3	3	3
East North Central.....	+4	-13	38	7,882	-11	+10	20	875	21	12	15
West North Central.....	+8	-13	19	2,647	+23	+24	15	502	20	17	14
South Atlantic.....	-8	+23	24	2,490	+13	+9	14	1,091	58	51	65
West South Central.....	+7	+14	19	5,182	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+12	-8	59	7,386	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Drug wholesalers (general and specialty lines)	+2	+11	258	100,390	-2	+2	198	123,979	148	172	163
New England.....	+6	+13	17	5,828	-3	+5	13	6,487	135	145	145
Middle Atlantic.....	-2	+12	64	18,847	+3	+2	41	18,806	144	150	158
East North Central.....	+1	+15	40	27,282	+3	0	33	29,162	117	154	135
West North Central.....	+4	+14	18	7,691	+1	+5	17	11,367	166	178	177
South Atlantic.....	+13	+14	31	11,021	-6	+5	26	15,013	178	195	180
East South Central.....	+1	+6	12	4,005	-6	+1	10	6,255	187	191	198
West South Central.....	-1	+4	37	9,673	-1	+2	20	10,442	197	198	209
Mountain.....	-12	+1	12	3,281	-7	+5	12	6,707	204	195	196
Pacific.....	+6	+7	27	12,762	-1	+2	26	19,740	159	175	168
Tobacco distributors.....	-4	+6	183	45,187	+4	+3	114	19,832	62	59	63
New England.....	-7	+2	38	6,653	-22	+10	17	2,479	66	74	61
Middle Atlantic.....	-3	+1	27	10,009	+21	-5	13	6,051	85	61	89
East North Central.....	-12	+5	51	13,223	-2	+7	38	4,689	51	59	49
West North Central.....	-2	+9	16	3,224	-3	-1	9	985	45	58	49
South Atlantic.....	+5	+13	26	7,910	+5	+14	19	3,869	66	64	66
West South Central.....	+6	+12	11	2,291	+16	-1	8	941	44	40	50
Dry goods, apparel wholesalers.....	-5	+1	340	112,885	8	0	162	148,705	199	219	202
Middle Atlantic.....	-10	-4	213	71,796	-8	+5	85	71,002	194	208	171
East North Central.....	-10	+3	24	2,971	-9	+6	16	3,685	163	131	161
West North Central.....	-6	-4	19	11,945	-14	-5	14	25,419	217	239	220
South Atlantic.....	-16	+1	16	3,372	-6	-8	10	4,517	151	133	166
West South Central.....	-8	-3	10	2,377	-9	+14	7	3,944	181	130	155
Pacific.....	+43	+3	27	4,183	+4	+13	16	3,625	116	147	106
Furniture, home furnishings wholesalers.....	-1	+10	220	31,960	-7	-1	124	31,583	157	169	173
New England.....	-4	+7	16	1,647	-12	+4	10	1,505	102	110	107
Middle Atlantic.....	-3	+10	62	12,992	+3	-1	32	8,263	145	136	162
East North Central.....	-8	+19	46	6,351	-4	-1	31	7,339	158	139	187
West North Central.....	+11	+12	14	2,504	-3	-4	8	2,903	183	220	214
South Atlantic.....	0	0	23	1,766	-18	+6	11	2,078	328	353	302
West South Central.....	+10	+4	14	1,885	-12	0	9	2,426	154	194	160
Pacific.....	+9	+5	20	3,463	-12	-1	17	4,833	141	171	150

See page 4 for footnotes.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS--Continued

SEPTEMBER 1954

Kind of business and geographic division	Sales				Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change, Sept. 1954 from--		September 1954 panel		Percent change, Sept. 1954 from--		September 1954 panel		Sept. 1954	Sept. 1953	Aug. 1954
	Sept. 1953	Aug. 1954	Number of estab- lishments report- ing ²	Reported dollar values ³ (add 000)	Sept. 1953	Aug. 1954	Number of estab- lishments report- ing ²	Reported dollar values ³ (add 000)			
Automotive equipment, tire-tube wholesalers...	-8	-4	400	\$28,141	-7	-3	264	\$46,953	230	309	225
Middle Atlantic.....	-3	+2	44	2,237	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	-25	0	46	5,591	-35	-6	25	8,150	250	374	254
West North Central.....	0	-9	60	4,101	-16	-7	26	6,098	233	289	236
South Atlantic.....	-1	-7	72	5,286	-9	-1	63	11,034	215	285	200
East South Central.....	-10	+1	43	3,277	-9	-3	41	5,544	172	250	179
West South Central.....	-2	-7	56	3,036	-6	+1	52	7,965	290	302	266
Mountain.....	+12	-2	33	1,666	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+1	-5	39	1,933	+27	-2	5	807	345	330	335
Electrical, electronic, appliance goods.....	-6	+8	657	184,019	-8	+2	602	241,660	141	144	147
New England.....	-1	+20	47	11,166	-10	-3	40	14,252	133	148	165
Middle Atlantic.....	-13	+14	109	40,042	-1	+1	93	50,252	146	135	162
East North Central.....	-12	+10	118	40,215	-12	+3	112	51,883	135	132	143
West North Central.....	+9	+8	86	22,345	-6	+2	77	28,461	149	148	155
South Atlantic.....	-8	+4	114	25,820	-11	+3	106	35,010	142	147	143
East South Central.....	-13	-6	33	6,067	-20	+2	32	8,134	134	146	123
West South Central.....	+4	+1	59	12,134	-7	+1	55	19,390	163	182	162
Mountain.....	+1	+2	26	5,046	-13	+1	26	6,745	134	155	135
Pacific.....	-1	+1	65	21,184	-12	+6	61	27,533	132	146	126
Hardware wholesalers.....	-13	+8	219	82,769	-6	-3	133	155,746	214	205	239
Middle Atlantic.....	-11	+17	19	5,625	-5	-2	12	7,807	173	153	207
East North Central.....	-13	+9	30	18,506	-10	-3	21	32,068	192	207	215
West North Central.....	-2	+5	58	17,197	-4	-4	15	33,862	216	231	238
South Atlantic.....	-5	+10	24	6,263	-5	-2	17	11,312	231	233	261
East South Central.....	-2	+8	22	14,214	-6	-2	20	28,826	206	205	228
West South Central.....	-6	+2	33	8,167	-3	-7	19	11,426	221	259	231
Mountain.....	+10	+36	7	1,638	+10	-1	6	4,125	254	260	349
Pacific.....	-3	+6	23	10,293	-10	-2	20	24,543	268	293	291
Plumbing, heating goods wholesalers.....	-2	-2	239	29,974	+10	0	151	40,375	193	173	188
Middle Atlantic.....	-7	+1	66	7,479	+4	+2	23	5,632	186	211	192
East North Central.....	+1	0	38	3,900	-9	-1	33	6,785	198	200	203
West North Central.....	+8	-7	27	3,467	+22	-1	26	7,080	205	179	193
South Atlantic.....	-6	+1	43	7,242	+23	0	24	8,647	166	122	165
East South Central.....	-9	-7	12	2,149	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	+8	-10	17	1,440	+11	+1	13	2,807	263	321	225
Mountain.....	+9	+2	6	492	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-2	-5	22	3,384	-7	+2	12	4,804	212	231	187
Lumber, construction materials dealers.....	+16	+12	407	97,581	-2	-3	266	46,443	104	94	109
New England.....	+2	-6	21	6,289	-23	0	15	4,932	89	60	85
Middle Atlantic.....	+10	+12	91	23,685	0	-12	66	9,845	64	66	76
East North Central.....	+9	+8	110	17,751	-8	-6	48	7,030	108	124	117
West North Central.....	+20	+15	28	14,143	-1	-4	18	3,644	68	82	68
South Atlantic.....	0	-4	36	5,331	-5	-1	27	3,161	85	103	84
East South Central.....	0	+14	16	3,669	-11	-1	10	1,191	88	135	94
West South Central.....	+32	+3	41	6,043	-13	+2	37	7,610	134	125	135
Mountain.....	+30	-1	7	2,314	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+37	+33	57	18,356	+17	+4	41	7,630	107	138	117
Industrial machinery, equipment, supplies distributors.....	-13	-11	337	39,006	-11	-2	277	61,381	183	172	167
Middle Atlantic.....	-34	+14	39	4,057	-15	0	24	3,431	112	95	124
East North Central.....	-21	-7	79	9,504	-21	-8	65	14,255	180	171	187
West North Central.....	-3	-8	43	3,229	+2	0	40	4,491	142	150	145
South Atlantic.....	-3	+12	23	4,184	-2	-1	15	5,087	168	198	186
East South Central.....	-15	+7	10	1,123	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	-7	-28	97	11,408	-6	-2	90	24,637	224	243	163
Mountain.....	-10	-13	19	2,992	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-36	-25	13	871	(x)	(x)	(x)	(x)	(x)	(x)	(x)

x Insufficient data to show separately.

n.a. Cumulative trends not available for this classification.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.² Establishments reporting in this survey are part of a probability sample representing merchant wholesalers in all kinds of business. However, percentage changes shown in table 1 and table 2 are computed on an unweighted basis by summarizing those reports received in time for tabulation and which provide data in each of the periods for which comparisons are made. Data may not necessarily represent trends of all wholesalers but do reflect the experience of those wholesalers reporting.³ Reported values are shown merely as an indication of coverage represented by the reporting panel for a kind of business or a geographic division. These should not be used for trend comparison with reported values for other months because the reporting panel may vary in size from month to month, depending upon the number of reports received in time for tabulation.⁴ Not affiliated with voluntary groups or cooperative groups.⁵ Includes general-line electrical goods, wiring supplies, construction materials, and apparatus wholesalers.⁶ Totals include data for some kinds of business not shown separately.

States comprising geographic divisions

New England (Conn., Maine, Mass., N. H., R. I., Vt.)

Middle Atlantic (N. J., N. Y., Pa.)

East North Central (Ill., Ind., Mich., Ohio, Wis.)

West North Central (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)

South Atlantic (Del., D. C., Fla., Ga., Md., N. C., S. C., Va., W. Va.)

East South Central (Ala. Ky., Miss., Tenn.)

West South Central (Ark., La., Okla., Tex.)

South Central - East South Central and West South Central combined.

Mountain (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)

Pacific (Calif., Oreg., Wash.)

331W MONTHLY

WHOLESALE TRADE

REPORT

U. S. DEPARTMENT OF COMMERCE

Sinclair Weeks, Secretary

BUREAU OF THE CENSUS

Robert W. Burgess, Director

DEC 13 1954

OCTOBER 1954

FOR RELEASE
DECEMBER 9, 1954

SALES AND INVENTORIES

Data shown in this report are based on reports submitted by a reporting panel of over 9,500 merchant wholesalers representing firms in all parts of the country and various kinds of business. As a result of more intensive collection procedures, the number of firms submitting reports in time for this tabulation was substantially larger than in the previous surveys. The reporting panel is part of a probability sample recently developed by the Bureau of the Census in order to provide national dollar volume estimates of sales and inventories of merchant wholesalers by kinds of business. These dollar volume estimates are now being compiled and will be introduced in the Monthly Wholesale Trade Report in the near future.

SALES

October 1954 sales of merchant wholesalers showed no change from the previous month, but were down 3 percent from sales a year ago. Cumulative sales for the first ten months of 1954 were 3 percent below the corresponding period of last year.

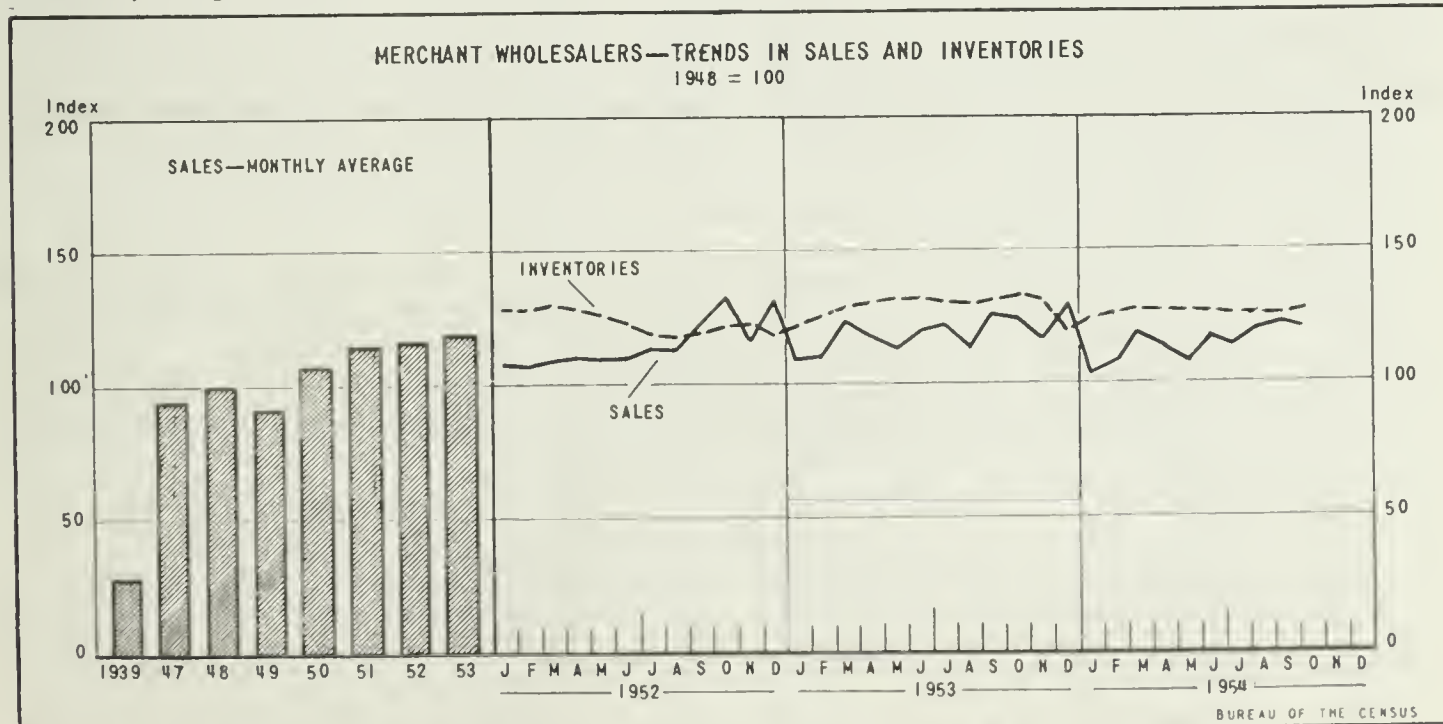
Most geographic divisions showed little or no change in sales from the previous month. The most significant change, an increase of 7 percent, was reported for the New England Division. Compared with a year ago, increases of 1 to 4 percent were noted in 4 geographic divisions, while declines were shown in 5 divisions. The East North Central Division showed the sharpest drop (9%) from a year ago.

The number of trades reporting increases over September 1954 sales was only slightly higher than the number showing decreases. Substantial increases were registered by jewelry wholesalers (26%), iron and steel scrap dealers (23%), waste materials dealers (16%), and piece goods converters (13%). The largest decline was reported by motor-vehicle dealers (28%). Compared with sales for October 1953, 10 trades indicated gains; among these, dry goods wholesalers (19%), air conditioning and refrigeration equipment distributors (16%), and lumber and millwork wholesalers (16%). The October sales of most trades, however, were below a year ago. Noted among the more significant declines were paint and varnish wholesalers (26%) and motor-vehicle distributors (21%).

INVENTORIES

Inventories (valued at cost) of wholesalers at the end of October showed a slight (1%) increase over the previous month but were down 5 percent below stocks on hand October 31, 1953. Based on reports of establishments submitting inventory figures in conjunction with sales data, the October 1954 stock-sales ratio of 131 percent was 1 point above the previous month but 1 percent lower than the October 1953 ratio.

By geographic divisions, the East South Central Division continued to register the principal change from the previous month, an increase of 8 percent. Smaller increases were noted in the South Atlantic (5%), West South Central (2%), and Pacific (2%) Divisions. The East North Central Division showed no change in stocks from previous month, but four other divisions reported small declines of 1 or 2 percent. Compared with stocks a year ago, declines were reflected in all but one division--the West South Central, up 3 percent.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

For sale by the Bureau of the Census: single copy—10¢, annual subscription—\$1.00

Table 1.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS

OCTOBER 1954

Kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change		October 1954 panel			Percent change, Oct. 1954 from--		October 1954 panel		Oct. 1954	Oct. 1953	Sept. 1954
	Oct. 1954 from--		Number of estab- lishments report- ing ²	Reported dollar values ³ (add 000)	Number of estab- lishments report- ing ²	Reported dollar values ³ (add 000)						
	Oct. 1953	Sept. 1954					Oct. 1953	Sept. 1954				
Merchant wholesalers, total.....	-3	0	-3	9,549	\$2,236,823	-5	+1	6,849	\$2,113,093	131	132	130
Grocery, confectionery, meat wholesalers.....	-3	-4	+1	1,094	316,332	+1	-2	844	177,213	81	76	78
General-line grocery wholesalers.....	0	0	+5	586	147,992	+6	+1	511	116,534	118	119	116
Nonaffiliated ⁴	-5	-1	-3	452	61,384	+12	-2	404	74,127	148	135	148
Voluntary groups.....	+3	0	+6	124	55,847	-2	+4	103	38,342	92	101	88
Retailer-cooperative.....	+9	+1	+10	10	30,761	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Specialty-line grocery wholesalers.....	-4	-8	-1	273	124,067	-7	-7	176	52,640	59	54	58
Confectionery wholesalers.....	-8	-4	-3	89	7,605	+3	+2	51	1,669	56	48	54
Meat, meat products wholesalers.....	-13	-6	-4	146	36,668	-6	-5	106	6,370	22	21	22
Edible farm products distributors.....	-6	0	-4	725	177,323	-7	+1	450	42,581	38	29	37
Dairy, poultry products distributors.....	-8	-1	-5	507	147,059	-6	-1	327	37,127	41	34	40
Fresh, fruit, vegetable wholesalers.....	+4	+1	-1	218	30,264	-15	+18	123	5,454	20	18	22
Beer, wine, distilled spirits wholesalers....	-6	+6	-3	323	98,718	-7	+6	272	123,484	153	157	152
Beer distributors.....	-1	-9	-3	112	11,029	-19	0	102	5,172	53	63	48
Wine, distilled spirits wholesalers.....	-6	+9	-3	211	87,689	-6	+7	170	118,312	167	165	169
Drugs, chemicals, allied products wholesalers	-1	0	-2	604	144,936	-3	0	439	169,050	147	163	146
Drug wholesalers (general and specialty lines).....	-2	0	-1	277	103,618	-2	+2	224	138,481	159	180	156
Industrial chemicals, explosives wholesalers	+5	+2	-6	177	34,892	-6	-6	124	23,975	100	106	108
Paint, varnish wholesalers.....	-26	-6	-5	150	6,426	-8	-3	91	6,594	174	118	171
Tobacco distributors.....	-5	-6	-2	224	49,409	+1	+1	108	20,101	66	62	62
Dry goods, apparel wholesalers.....	-6	+3	-5	375	98,081	-11	+1	186	147,877	210	258	223
Clothing, furnishings, footwear wholesalers	-2	-3	-4	96	14,547	0	+9	38	9,930	195	186	186
Dry goods wholesalers (general and specialty lines).....	+19	+3	-4	171	34,336	-6	-1	96	76,566	188	250	196
Piece goods converters.....	-9	+13	-7	108	49,198	-19	+2	52	61,381	250	287	284
Furniture, home furnishings wholesalers.....	-5	+2	-6	249	34,421	-6	+1	169	39,843	173	171	171
Furniture wholesalers.....	-1	+10	n.a.	82	7,451	-4	+4	53	8,839	195	201	202
Home furnishings, floor coverings whole- salers.....	-6	+2	n.a.	167	26,970	-7	0	116	31,004	168	164	165
Paper, allied products wholesalers.....	0	+1	+	425	71,819	-7	0	333	67,942	109	105	109
Paper wholesalers.....	0	-1	n.a.	271	61,766	-8	0	233	58,089	103	96	101
Stationery, wallpaper wholesalers.....	+4	+10	n.a.	154	10,053	-2	-2	100	9,853	171	216	186
Inedible farm products merchants.....	-10	+5	n.a.	195	167,486	+11	+10	135	117,068	121	85	122
Automotive wholesalers.....	-12	-13	n.a.	537	53,544	-23	-9	380	62,857	140	163	127
Motor-vehicle distributors.....	-21	-28	n.a.	56	24,636	-25	-17	53	17,903	73	59	64
Automotive equipment, tire-tube wholesalers	-6	+4	-7	481	28,908	-16	-5	327	44,954	220	257	235
Electrical, electronic, appliance goods distributors.....	-1	-2	-6	758	201,017	-9	+1	674	265,311	145	155	139
Electrical equipment, supplies wholesalers ⁵	-2	-3	-5	500	124,611	-11	+3	483	179,345	148	160	140
Electrical appliances, TV and radio sets and parts, and electronic parts, equip- ment distributors.....	+2	-1	-9	258	76,406	-5	-1	191	85,966	141	193	139
Hardware, plumbing, heating goods wholesalers	-5	0	-8	569	124,452	-1	-2	401	224,192	210	199	213
Hardware wholesalers.....	-8	-1	-8	250	84,137	-3	-2	165	169,803	221	211	223
Plumbing, heating goods distributors.....	-2	+1	-5	319	40,315	+9	-2	236	54,389	181	161	185
Lumber, construction materials distributors..	+14	+2	+4	471	114,309	0	+3	324	62,430	97	113	95
Lumber, millwork wholesalers.....	+16	+4	n.a.	294	91,094	-1	+4	218	51,649	102	119	101
Construction materials distributors.....	+5	+2	n.a.	177	23,215	+5	+1	106	10,781	79	82	75
Machinery, equipment, supplies distributors..	-4	-1	-6	1,568	165,814	-6	-1	1,280	278,882	190	167	186
Air conditioning, commercial refrigeration, equipment distributors.....	+16	+11	+7	104	7,762	+7	-2	75	5,364	80	72	92
Commercial machines, equipment distributors	+1	0	+4	131	13,348	-2	+1	100	12,534	119	127	117
Industrial machinery, equipment, supplies houses.....	-10	-4	-11	608	71,786	-5	-1	527	137,953	211	163	205
Professional equipment, supplies houses ⁶ ...	-1	0	-1	330	27,385	+5	-1	260	38,601	153	124	154
Surgical, medical, hospital supply houses	-5	+1	-2	50	6,568	+1	-2	37	7,779	129	130	132
Service establishment equipment, supplies houses.....	-4	+10	-1	145	10,019	-11	-4	113	13,792	193	168	216
Other machinery, equipment distributors....	0	-7	-5	250	35,514	-13	-2	205	70,538	240	236	205
Metals, metalwork (except scrap) distributors	-3	+2	-5	276	112,168	-1	+2	198	120,554	184	150	174
Iron, steel and products distributors.....	-2	+3	n.a.	187	55,216	+3	+2	134	96,198	287	235	282
Nonferrous metals distributors.....	-3	+1	n.a.	89	56,892	-14	-1	64	24,350	77	87	71
Iron-steel scrap, waste materials dealers....	-11	+21	n.a.	236	55,523	+18	+1	158	70,403	58	47	71
Iron-steel scrap dealers.....	-7	+23	n.a.	143	41,304	+13	+1	94	16,584	55	35	72
Waste materials dealers.....	-7	+16	n.a.	113	14,219	+9	+4	64	5,819	69	87	69
Other merchant wholesalers ⁶	-4	+3	n.a.	900	251,53	-11	0	496	144,305	109	128	112
Amusement, sporting goods wholesalers.....	-2	+	n.a.	131	17,605	-15	0	92	19,453	138	161	141
Book, periodical, newspaper wholesalers....	-10	-	n.a.	105	10,097	-23	-6	29	2,313	62	103	63
Coal wholesalers.....	-8	+6	-13	196	61,464	-12	+2	73	32,407	109	109	115
Farm supplies wholesalers.....	-1	0	+6	169	39,437	0	+7	123	35,724	114	124	109
Jewelry wholesalers.....	0	+26	-9	122	23,791	+4	-6	62	25,112	157	193	215

See page 4 for footnotes.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS

OCTOBER 1954

Kind of business and geographic division	Sales				Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change, Oct. 1954 from--		October 1954 panel		Percent change, Oct. 1954 from--		October 1954 panel		Oct. 1954	Oct. 1953	Sept. 1954
	Oct. 1953	Sept. 1954	Number of estab- lishments report- ing ²	Reported dollar values ³ (add 000)	Oct. 1953	Sept. 1954	Number of estab- lishments report- ing ²	Reported dollar values ³ (add 000)			
Merchant wholesalers, total ⁶	-3	0	9,549	\$2,236,823	-5	+1	6,849	\$2,113,093	131	132	130
New England.....	+4	+7	541	123,626	-8	-1	348	127,453	132	136	143
Middle Atlantic.....	-3	+1	2,244	708,846	-9	-2	1,349	444,195	99	102	101
East North Central.....	-9	+1	1,849	426,814	-6	0	1,328	425,008	129	122	128
West North Central.....	-5	-2	828	195,861	-5	-2	675	237,299	145	157	144
South Atlantic.....	+2	-3	991	172,208	-2	+5	731	175,532	153	165	144
East South Central.....	-5	0	435	95,934	-4	+8	335	113,659	168	160	157
West South Central.....	+1	0	1,071	189,338	+3	+2	915	291,250	173	175	172
Mountain.....	-5	0	282	35,232	-8	-1	221	55,095	172	174	173
Pacific.....	+2	0	1,308	291,964	-1	+2	947	243,602	125	131	119
General-line grocery wholesalers.....	0	0	536	147,992	+6	+1	511	116,534	118	119	116
New England.....	-3	-8	7	5,044	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+11	+6	68	12,922	+4	+16	60	10,600	121	137	112
East North Central.....	+1	0	45	20,650	+4	+7	39	16,054	122	121	110
West North Central.....	+1	-3	87	31,201	+17	-7	84	34,268	118	115	122
South Atlantic.....	-5	-2	35	4,567	+4	+5	24	3,835	118	115	113
East South Central.....	-4	+6	28	5,789	+7	+9	25	5,605	114	92	104
West South Central.....	-5	-1	155	24,248	-5	+3	138	25,492	115	121	111
Mountain.....	-17	-2	23	2,848	-12	+3	23	4,752	167	178	159
Pacific.....	+2	0	138	40,723	+3	-2	113	14,192	112	123	117
Specialty-line grocery wholesalers.....	-4	-8	273	124,367	-7	-7	176	52,640	59	54	58
New England.....	+3	+1	20	3,411	-3	-6	9	2,069	137	140	157
Middle Atlantic.....	-2	-14	131	89,573	-3	-14	84	33,184	47	40	49
East North Central.....	-9	-11	40	8,459	0	-10	28	8,606	113	107	111
West North Central.....	+14	-16	12	1,117	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	-12	-4	22	1,264	-37	-11	17	672	66	96	73
East South Central.....	+10	-15	6	3,377	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	-2	+4	13	8,731	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+7	+3	29	8,135	+19	+27	18	3,383	82	62	90
Dairy, poultry products distributors.....	-8	-1	507	147,059	-6	-1	327	37,127	41	34	40
New England.....	-2	+1	18	6,294	-42	+2	12	1,195	43	25	45
Middle Atlantic.....	-7	0	107	38,359	-18	+1	60	6,624	36	29	34
East North Central.....	-16	-2	106	36,648	+1	-4	69	9,510	40	35	40
West North Central.....	-24	-6	41	7,065	-2	-1	35	7,088	133	110	125
South Atlantic.....	+7	+1	76	11,377	+7	-20	51	1,464	29	19	37
East South Central.....	+5	-7	21	3,967	+36	+31	11	733	27	23	18
West South Central.....	+5	+12	37	11,685	+20	0	13	1,664	36	25	35
Pacific.....	-6	-2	90	27,255	-15	+5	63	7,157	29	27	27
Fresh fruit, vegetable wholesalers.....	+4	+1	218	30,264	-15	+18	123	5,454	26	18	22
New England.....	+19	+2	23	1,964	-13	+7	17	354	20	35	19
Middle Atlantic.....	-4	-4	43	6,095	-2	+15	18	317	12	13	9
East North Central.....	-1	+6	51	8,989	-10	+7	33	1,086	20	13	19
West North Central.....	+3	-8	14	1,161	(x)	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	0	+5	31	3,482	-32	+15	18	1,447	58	35	54
South Central.....	+18	+7	31	6,318	-23	+35	21	1,793	30	17	23
Pacific.....	+8	-17	20	2,130	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Drug wholesalers (general and specialty lines) ⁷	-2	0	277	103,618	-2	+2	224	140,609	159	180	156
New England.....	-2	-1	18	5,966	-2	+1	14	7,288	140	145	138
Middle Atlantic.....	-3	+1	66	21,360	+4	+6	45	22,059	151	150	145
East North Central.....	-9	+2	44	27,877	-7	0	37	29,744	121	167	119
West North Central.....	+4	-4	22	8,264	-1	+1	19	12,427	171	190	165
South Atlantic.....	0	-2	41	12,513	-3	+2	35	19,902	181	186	175
East South Central.....	0	+1	11	3,328	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	+3	-3	34	9,101	0	+2	28	17,462	228	231	213
Mountain.....	-11	+5	11	3,130	-11	-9	9	5,897	191	193	221
Pacific.....	+1	+3	20	12,079	-2	0	29	19,957	171	183	174
Tobacco distributors.....	-5	-6	224	49,409	+1	+1	108	20,101	66	62	62
New England.....	-7	-8	22	4,767	-18	-2	7	1,777	74	85	73
Middle Atlantic.....	-4	0	39	12,528	+10	-5	15	5,948	77	60	83
East North Central.....	-6	-5	53	13,263	-4	+3	30	4,394	56	61	53
West North Central.....	-10	-7	12	2,435	+7	+10	8	1,158	65	54	52
South Atlantic.....	-3	-12	29	7,922	0	+7	21	4,338	72	68	58
East South Central.....	-4	-5	11	2,065	+34	+12	7	799	54	39	46
West South Central.....	-2	-6	29	3,952	+5	+3	9	1,295	55	50	47
Mountain.....	+1	-4	15	1,007	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+1	-10	14	1,470	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Dry goods, apparel wholesalers.....	-6	+3	375	98,081	-11	+1	186	147,877	210	258	223
New England.....	+5	-11	25	2,647	-1	0	13	34,606	185	329	235
Middle Atlantic.....	-7	+9	227	73,183	-18	+2	91	71,600	221	255	246
East North Central.....	+4	+7	44	3,925	+14	+14	28	4,635	199	186	196
West North Central.....	-4	-21	20	10,271	-9	+1	16	26,098	258	274	201
South Atlantic.....	-6	-7	17	2,278	-11	-7	10	2,541	160	161	153
West South Central.....	-18	-20	8	1,013	-13	-2	4	1,523	183	174	147
Pacific.....	-8	-6	29	3,328	-13	-12	19	4,070	152	124	160
Furniture, home furnishings wholesalers.....	-5	+2	249	34,421	-6	+1	169	32,843	173	171	171
New England.....	+1	+12	9	434	+10	+2	6	501	153	140	163
Middle Atlantic.....	-6	+8	88	14,289	-4	-8	41	7,311	147	142	168
East North Central.....	-12	-7	54	7,879	-6	0	42	12,093	174	154	161
West North Central.....	-6	-4	16	2,537	-6	0	14	4,521	199	197	187
South Atlantic.....	-17	+8	23	1,318	-14	+19	11	2,344	368	335	368
East South Central.....	+7	+7	19	945	-10	-3	19	2,125	225	334	248
West South Central.....	+10	+7	21	3,580	-2	+5	21	6,331	177	179	181
Mountain.....	+5	+1	4	789	+4	+10	4	1,448	184	186	169
Pacific.....	+10	-2	15	2,650	-12	+6	11	3,169	125	152	116

See page 4 for footnotes.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS--Continued

OCTOBER 1954

Kind of business and geographic division	Sales				Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change, Oct. 1954 from--		October 1954 panel		Percent change, Oct. 1954 from--		October 1954 panel				
	Oct. 1953	Sept. 1954	Number of estab- lishments report- ing ²	Reported dollar values ³ (add 000)	Oct. 1953	Sept. 1954	Number of estab- lishments report- ing ²	Reported dollar values ³ (add 000)			
									Oct. 1954	Oct. 1953	Sept. 1954
Automotive equipment, tire-tube wholesalers...	-6	+4	481	\$28,908	-16	+3	327	\$44,954	220	257	235
New England.....	+10	+23	13	1,056	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-11	+12	68	3,369	-13	-6	39	2,795	160	186	188
East North Central.....	-21	+6	90	7,498	-29	-3	65	10,518	231	302	240
West North Central.....	+3	0	35	2,716	-22	-10	23	5,245	212	267	233
South Atlantic.....	-5	+2	61	4,463	-12	-7	45	8,706	210	244	228
East South Central.....	-1	+4	76	2,634	-5	-3	73	5,416	207	207	221
West South Central.....	-5	0	33	2,351	-10	-2	25	5,974	280	298	286
Mountain.....	+6	+3	31	1,897	+10	0	12	1,244	193	202	208
Pacific.....	-1	+2	74	2,924	-7	+2	42	3,518	271	265	256
Electrical, electronic, appliance goods.....	-1	-2	758	201,017	-9	+1	674	265,311	145	155	139
New England.....	-7	-4	57	12,327	-8	-5	53	16,235	137	140	130
Middle Atlantic.....	-7	-1	152	45,912	-7	-3	108	53,084	141	142	143
East North Central.....	-1	+1	139	46,058	-11	-2	123	56,309	134	142	132
West North Central.....	+2	-1	87	22,787	-11	-2	77	29,000	155	161	150
South Atlantic.....	+7	+3	125	26,042	-8	+1	119	38,492	155	172	141
East South Central.....	+2	-5	38	8,268	-17	-1	38	12,063	146	181	134
West South Central.....	+5	-9	68	14,167	-4	0	66	24,379	177	196	156
Mountain.....	0	-3	24	4,716	-13	+5	23	6,620	141	162	133
Pacific.....	-1	-3	68	20,740	-10	-1	67	29,129	141	151	132
Hardware wholesalers.....	-8	-1	250	84,137	-3	-1	165	169,803	221	211	223
New England.....	-11	0	9	903	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-3	+14	25	6,979	-6	-3	14	8,717	160	166	196
East North Central.....	-14	-2	44	18,430	-7	-2	33	34,466	192	187	193
West North Central.....	-10	-5	58	17,240	0	-2	17	37,154	229	216	223
South Atlantic.....	-9	-5	21	4,375	-1	+1	16	9,226	256	245	240
East South Central.....	-15	0	24	14,071	-2	-1	22	29,562	213	181	215
West South Central.....	+19	+14	29	8,146	-3	0	24	12,406	205	266	241
Mountain.....	-6	-9	19	2,841	-3	+5	15	7,947	287	243	250
Pacific.....	-4	-6	21	11,152	-1	-1	19	28,812	279	273	269
Plumbing, heating goods wholesalers.....	-2	+1	319	40,315	+9	-2	236	54,389	181	161	185
New England.....	+46	+10	15	1,152	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-11	+4	91	10,947	+2	-4	55	9,555	165	155	167
East North Central.....	+1	+1	49	4,090	+6	-3	37	6,043	186	161	193
West North Central.....	-4	+3	27	4,378	+17	-1	25	7,401	175	143	180
South Atlantic.....	-2	+2	62	11,275	+12	-2	50	15,916	174	147	185
East South Central.....	-8	-3	14	2,285	+8	-1	13	4,015	181	143	177
West South Central.....	+25	-1	31	2,235	+2	0	28	4,439	249	312	246
Mountain.....	+9	+6	8	593	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-3	-8	22	3,380	+5	-2	14	5,309	204	202	199
Lumber, construction materials dealers.....	+14	+2	471	114,309	0	+3	324	62,430	97	113	95
New England.....	+3	+4	17	6,758	-14	+9	16	6,363	95	72	90
Middle Atlantic.....	+13	+6	84	22,325	-6	+1	57	9,710	75	82	77
East North Central.....	+7	-5	118	21,730	-9	-2	63	11,625	109	136	110
West North Central.....	-1	-3	52	16,662	+16	+5	37	4,530	65	77	56
South Atlantic.....	+13	+4	46	7,766	-13	+5	37	5,282	89	128	88
East South Central.....	+20	0	20	3,261	+4	+10	16	2,360	131	159	134
West South Central.....	+24	-3	48	6,705	+12	+7	45	9,379	149	166	135
Mountain.....	+23	+5	15	3,773	-8	+4	14	3,511	94	116	95
Pacific.....	+29	+8	71	25,329	+18	+1	39	9,670	104	115	108
Industrial machinery, equipment, supplies distributors.....	-15	-4	608	71,786	-5	-1	527	137,953	211	163	205
New England.....	-32	-16	9	1,215	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-28	-18	44	6,456	-14	+7	29	10,159	180	152	139
East North Central.....	-20	-1	81	9,874	-8	-1	68	19,326	219	141	218
West North Central.....	-16	-10	35	3,494	-5	-2	33	6,424	187	163	172
South Atlantic.....	+3	-8	32	6,001	-6	+2	24	8,692	173	216	155
East South Central.....	-7	+2	30	3,903	+1	+3	17	3,655	187	175	169
West South Central.....	-11	-1	271	30,144	0	-1	258	66,581	225	169	227
Mountain.....	-8	+2	35	4,028	-7	-11	29	8,502	213	183	243
Pacific.....	-34	-2	71	6,671	-21	-2	64	13,526	211	163	205

x Insufficient data to show separately.

n.a. Cumulative trends not available for this classification.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.

² Establishments reporting in this survey are part of a probability sample representing merchant wholesalers in all kinds of business. However, percentage changes shown in table 1 and table 2 are computed on an unweighted basis by summarizing those reports received in time for tabulation and which provide data in each of the periods for which comparisons are made. Data may not necessarily represent trends of all wholesalers but do reflect the experience of those wholesalers reporting.

³ Reported values are shown merely as an indication of coverage represented by the reporting panel for a kind of business or a geographic division. These should not be used for trend comparison with reported values for other months because the reporting panel may vary in size from month to month, depending upon the number of reports received in time for tabulation.

⁴ Not affiliated with voluntary groups or cooperative groups.

⁵ Includes general-line electrical goods, wiring supplies, construction materials, and apparatus wholesalers.

⁶ Totals include data for some kinds of business not shown separately.

States comprising geographic divisions

New England (Conn., Maine, Mass., N. H., R. I., Vt.)

Middle Atlantic (N. J., N. Y., Pa.)

East North Central (Ill., Ind., Mich., Ohio, Wis.)

West North Central (Iowa., Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)

South Atlantic (Del., D. C., Fla., Ga., Md., N. C., S. C., Va., W. Va.)

East South Central (Ala., Ky., Miss., Tenn.)

West South Central (Ark., La., Okla., Tex.)

South Central - East South Central and West South Central

combined.

Mountain (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)

Pacific (Calif., Oreg., Wash.)

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MONTHLY

WHOLESALE TRADE REPORT

Ref.
U. S. DEPARTMENT OF COMMERCE
Sinclair Weeks, Secretary

BUREAU OF THE CENSUS
Robert W. Burgess, Director

NOVEMBER 1954

FOR RELEASE
JANUARY 7, 1955

SALES AND INVENTORIES

Data shown in this report are based on reports submitted by a reporting panel of over 9,500 merchant wholesalers representing firms in all parts of the country and various kinds of business. As a result of more intensive collection procedures, the number of firms submitting reports in time for this tabulation was substantially larger than in surveys earlier this year. The reporting panel is part of a probability sample recently developed by the Bureau of the Census in order to provide national dollar volume estimates of sales and inventories of merchant wholesalers by kinds of business. These dollar volume estimates are now being compiled and will be introduced in the Monthly Wholesale Trade Report in the near future.

SALES

November 1954 sales of merchant wholesalers were up 3 percent above the previous month, and were 6 percent higher than sales a year ago. Cumulative sales for the first eleven months of 1954 were, however, 2 percent below the corresponding period of last year.

Six geographic divisions reported sales increases of from 1 to 5 percent over the previous month, while the three other divisions showed no change. Sales in all divisions were up over a year ago, the sharpest increase, 12 percent, being reported in both the Mountain and Pacific Divisions.

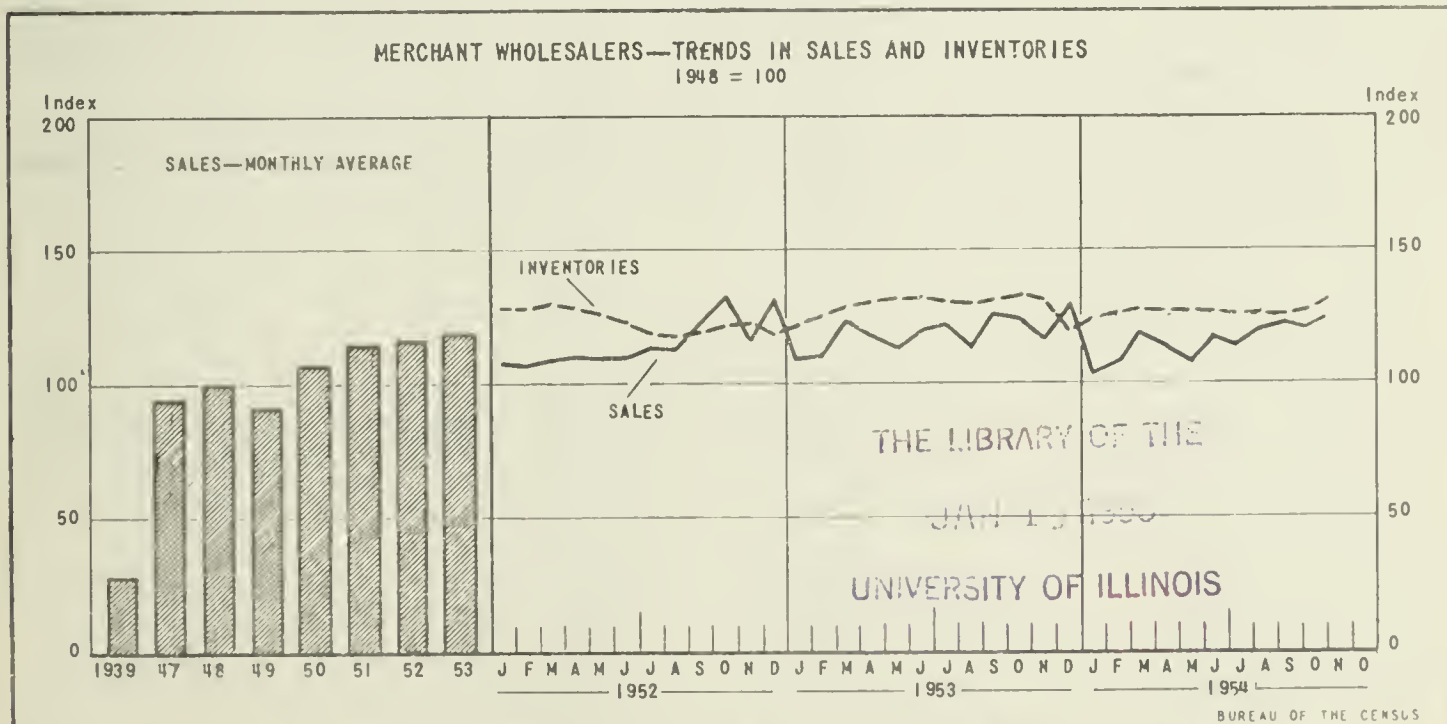
Of the 45 separate trades shown in this report, 21 registered increases over October 1954 sales, 17 were down from the previous month, while 7 showed no change. The most substantial gains were noted for motor-vehicle distributors (21%), iron and steel scrap dealers (20%), and wine and distilled spirits wholesalers (16%). The largest declines were reported by jewelry wholesalers (13%), and plumbing and heating goods distributors (9%). Compared with November 1953, all but 8 trades indicated sales gains. Lumber and millwork wholesalers (36%), iron and steel scrap dealers (36%), and air conditioning and commercial refrigeration equipment distributors (28%) reported the largest gains.

INVENTORIES

Inventories (valued at cost) of wholesalers at the end of November were up slightly (1%) over the previous month and were also 1 percent above stocks on hand November 30, 1953. Based on reports of establishments submitting inventory figures in conjunction with sales data, the November 1954 stock-sales ratio of 128 percent was 3 points below that of the previous month and 11 points lower than the November 1953 ratio.

Five geographic divisions, led by the East South Central Division (6%), indicated higher inventories than a month earlier, while four divisions reported stocks slightly down from October. Compared with stocks a year ago, only the West South Central Division showed a significant change in inventories, an increase of 8 percent.

Motor-vehicle distributors, up 28 percent, and iron and steel scrap dealers, up 22 percent, indicated the heaviest increases over previous month inventories. Iron and steel scrap dealers also showed the most substantial increase over year ago inventories (24%).



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

For sale by the Bureau of the Census: single copy—10¢, annual subscription—\$1.00

Table 1.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS

NOVEMBER 1954

Kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change		November 1954 panel			Percent change, Nov. 1954 from--		November 1954 panel				
	Nov. 1954 from--		11 mo. 1954 from 11 mo. 1953	Number of establishments reporting ²	Reported dollar values ³ (add 000)	Nov. 1954 from--		Number of establishments reporting ²	Reported dollar values ³ (add 000)	Nov. 1954	Nov. 1953	Oct. 1954
	Nov. 1953	Oct. 1954				Nov. 1953	Oct. 1954					
Merchant wholesalers, total.....	+6	+3	-2	9,545	\$2,340,096	+1	+1	6,838	\$2,157,986	128	139	131
Grocery, confectionery, meat wholesalers.....	+1	+6	+1	1,076	358,105	0	-1	786	185,883	80	88	84
General-line grocery wholesalers.....	+6	+2	+5	600	174,958	-1	-3	472	111,929	106	115	110
Nonaffiliated ⁴	+2	+2	-2	426	68,596	+1	-3	326	55,568	133	140	137
Voluntary groups.....	+7	+3	+6	158	69,645	-4	-2	136	47,838	89	99	93
Retailer-cooperative.....	+12	0	+10	16	36,717	-1	-1	10	8,523	86	90	88
Specialty-line grocery wholesalers.....	-6	+14	-1	258	143,514	+2	+1	182	66,754	67	69	72
Confectionery wholesalers.....	+8	+3	-2	75	6,962	+9	-2	33	1,805	72	61	73
Meat, meat products wholesalers.....	+4	+4	-3	143	32,671	-8	+10	99	5,395	21	28	20
Edible farm products distributors.....	+5	+5	-3	799	188,913	-3	-3	527	46,772	36	30	40
Dairy, poultry products distributors.....	+4	+6	-4	587	158,894	-2	-2	399	39,432	38	31	42
Fresh fruit, vegetable wholesalers.....	+9	+3	0	212	30,019	-6	-4	128	7,340	31	24	33
Beer, wine, distilled spirits wholesalers.....	+6	+14	-2	322	127,464	+10	+8	274	143,052	132	125	141
Beer distributors.....	+9	0	-2	116	10,793	+2	0	101	5,967	60	78	61
Wine, distilled spirits wholesalers.....	+5	+16	-2	206	116,671	+11	+9	173	137,085	140	130	151
Drugs, chemicals, allied products wholesalers..	+9	-1	-1	678	139,913	-1	-3	466	158,356	145	167	148
Drug wholesalers (general and specialty lines).....	+7	-1	0	287	102,416	-1	-3	227	134,490	153	179	158
Industrial chemicals, explosives wholesalers.	+16	-3	-3	264	31,948	-1	+1	183	18,608	100	105	96
Paint, varnish wholesalers.....	+11	-1	-4	127	5,549	+5	-3	56	5,258	186	242	176
Tobacco distributors.....	+1	+2	-2	214	46,444	-6	-2	105	19,743	64	68	66
Dry goods, apparel wholesalers.....	+9	+2	-3	387	129,568	-4	-1	198	160,182	198	228	199
Clothing, furnishings, footwear wholesalers..	+23	0	-1	93	15,911	-10	-12	50	11,295	142	198	162
Dry goods wholesalers (general and specialty lines).....	+18	+3	-2	162	46,810	-1	0	84	80,404	217	269	222
Piece goods converters.....	-1	+1	-5	132	66,847	-7	0	64	68,483	191	188	185
Furniture, home furnishings wholesalers.....	+15	+6	-4	341	36,979	-2	-2	260	36,525	164	180	172
Furniture wholesalers.....	+5	-2	n.a.	187	8,829	-6	-3	150	7,056	165	182	167
Home furnishings, floor coverings wholesalers	+18	+9	n.a.	154	28,150	-1	-2	110	29,469	163	179	173
Paper, allied products wholesalers.....	+5	+6	+2	378	73,415	-8	0	279	64,117	107	122	113
Paper wholesalers.....	+4	+4	n.a.	232	61,707	-8	0	197	54,682	102	115	107
Stationery, wallpaper wholesalers.....	+7	+16	n.a.	146	11,708	-3	-2	82	9,435	145	236	166
Inedible farm products merchants.....	+6	+5	n.a.	180	191,018	+14	+17	116	168,892	159	185	152
Automotive wholesalers.....	+16	+7	n.a.	504	66,124	-2	+4	344	53,768	101	139	111
Motor-vehicle distributors.....	(x)	+21	n.a.	54	38,804	(x)	+28	46	24,274	64	(x)	61
Automotive equipment, tire-tube wholesalers..	-5	-8	-7	450	27,320	-3	-9	298	29,494	194	209	218
Electrical, electronic, appliance goods distributors.....	+4	+3	-5	758	206,470	-2	0	678	262,628	139	148	144
Electrical equipment, supplies wholesalers ⁵ ..	+1	+5	-4	530	126,573	-3	+1	508	180,132	145	150	150
Electrical appliances, TV and radio sets and parts, and electronic parts, equipment distributors.....	+9	0	-7	228	79,897	0	-3	170	82,496	128	143	132
Hardware, plumbing, heating goods wholesalers..	+3	-5	-7	538	121,597	+2	0	376	233,018	220	222	211
Hardware wholesalers.....	+1	-4	-7	238	87,177	+1	-3	155	177,399	221	226	220
Plumbing, heating goods distributors.....	+6	-9	-4	300	34,420	+7	-1	221	55,619	218	212	203
Lumber, construction materials distributors....	+33	-4	+7	467	107,660	+5	+4	321	64,766	103	118	96
Lumber, millwork wholesalers.....	+36	-4	n.a.	279	87,626	+5	+5	201	53,365	111	127	102
Construction materials distributors.....	+20	-4	n.a.	188	20,034	+7	0	120	11,401	95	114	89
Machinery, equipment, supplies distributors....	+1	-2	-5	1,413	145,181	-3	-1	1,152	239,558	188	176	188
Air conditioning, commercial refrigeration equipment distributors.....	+28	-3	+11	106	6,166	-4	-1	70	4,480	85	88	85
Commercial machines, equipment distributors..	-3	-4	+3	133	10,768	-8	-3	98	9,910	112	130	109
Industrial machinery, equipment, supplies houses.....	-9	-1	-10	500	61,868	-5	-1	438	107,031	196	162	202
Professional equipment, supplies houses ⁶	+2	+2	-1	315	26,827	+8	+1	253	36,896	146	119	147
Surgical, medical, hospital supply houses..	-1	0	-2	39	6,650	0	-2	29	6,829	113	123	118
Service establishment equipment, supplies houses.....	+13	-4	+3	148	10,091	+27	-3	118	13,117	193	160	189
Other machinery, equipment distributors.....	+5	-5	-4	211	29,461	-16	0	175	68,124	253	279	243
Metals, metalwork (except scrap) distributors..	+4	+3	-12	331	110,113	-2	+1	251	120,083	179	133	185
Iron, steel and products distributors.....	+1	0	n.a.	250	51,721	+4	+1	191	95,175	323	234	323
Nonferrous metals distributors.....	+4	+7	n.a.	81	58,392	-12	+3	60	24,908	66	78	70
Iron-steel scrap, waste materials dealers.....	+24	+16	n.a.	243	66,607	+13	+16	158	20,785	41	60	42
Iron-steel scrap dealers.....	+36	+20	n.a.	134	51,746	+24	+22	92	16,245	60	70	63
Waste materials dealers.....	+8	+4	n.a.	109	14,861	-4	0	66	4,540	48	76	49
Other merchant wholesalers ⁶	+6	+1	n.a.	916	224,525	+1	+1	547	179,858	120	129	121
Amusement, sporting goods wholesalers.....	+4	-1	n.a.	130	17,345	-15	-3	91	19,585	137	178	136
Book, periodical, newspaper wholesalers.....	-13	-3	n.a.	91	9,393	-26	+3	26	2,748	84	149	81
Coal wholesalers.....	+1	0	-11	204	58,816	-4	-1	80	31,488	104	102	104
Farm supplies wholesalers.....	+15	+2	+7	188	43,018	+4	+14	148	49,670	163	191	148
Jewelry wholesalers.....	0	-13	-8	131	18,333	+24	-4	77	22,245	170	149	152

See page 4 for footnotes.

Table 2.--TRENDS IN SALES AND INVENTORIES--MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS

NOVEMBER 1954

Kind of business and geographic division	Sales				Inventory, end-of-month (at cost)				Stock-sales ratios ¹		
	Percent change, Nov. 1954 from--		November 1954 panel		Percent change, Nov. 1954 from--		November 1954 panel		(percent)		
	Nov. 1953	Oct. 1954	Number of estab- lishments report- ing ²	Reported dollar values ³ (add 000)	Nov. 1953	Oct. 1954	Number of estab- lishments report- ing ²	Reported dollar values ³ (add 000)	Nov. 1954	Nov. 1953	Oct. 1954
Merchant wholesalers, total ⁶	+6	+3	9,545	\$2,340,096	+1	+1	6,828	\$2,157,986	128	139	131
New England.....	+8	+4	537	124,680	-2	+1	367	135,523	142	144	137
Middle Atlantic.....	+5	+5	2,262	800,052	+1	+4	1,317	486,032	97	104	99
East North Central.....	+4	+4	1,792	425,877	+1	-1	1,329	405,657	120	127	126
West North Central.....	+9	+1	885	215,984	-1	-1	672	275,582	158	192	166
South Atlantic.....	+7	0	960	171,343	+1	+1	703	165,686	138	154	144
East South Central.....	+7	+5	532	102,185	+4	+6	409	125,630	167	172	166
West South Central.....	+1	0	1,065	174,419	+8	+3	894	257,132	177	171	174
Mountain.....	+12	0	378	37,635	0	-1	311	52,824	169	181	169
Pacific.....	+12	+2	1,134	287,921	-1	-2	836	253,920	123	144	127
General-line grocery wholesalers.....	+6	+2	600	174,958	-1	-3	472	111,929	106	115	110
New England.....	+6	+14	15	4,957	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+2	-3	43	15,353	-1	-2	38	15,761	115	127	114
East North Central.....	+4	+4	123	25,095	+4	-7	98	12,090	110	124	121
West North Central.....	+8	+3	104	34,516	-5	-2	89	24,484	88	108	92
South Atlantic.....	-3	+3	29	6,678	+7	+3	14	4,249	102	95	103
East South Central.....	+10	+1	46	9,833	+2	-2	38	9,736	118	129	121
West South Central.....	-6	-2	134	21,784	-6	-2	132	26,375	123	115	122
Mountain.....	-4	+4	31	4,468	-8	-4	25	4,106	144	183	152
Pacific.....	+12	+1	75	52,274	+1	-4	26	13,374	94	99	101
Specialty-line grocery wholesalers.....	-6	+14	258	242,514	+2	+1	182	56,754	67	69	72
New England.....	+14	-9	11	1,279	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-11	+16	134	93,723	+11	+11	97	42,492	64	55	61
East North Central.....	+8	+10	40	13,293	-2	-8	26	9,635	85	90	103
West North Central.....	+25	+16	9	2,022	-48	-33	7	838	45	109	80
South Atlantic.....	-13	-7	22	1,723	-21	+18	17	1,534	101	73	80
West South Central.....	-17	+8	8	9,419	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+21	+16	28	18,154	-1	-11	21	9,592	70	98	89
Dairy, poultry products distributors.....	+4	+6	587	158,894	-2	-2	399	39,432	38	31	42
New England.....	+13	+18	19	7,329	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-3	+8	97	38,954	-15	-8	50	5,147	25	16	32
East North Central.....	+1	+10	114	37,440	+2	-6	66	8,597	35	30	43
West North Central.....	-6	+29	37	8,662	-4	+2	32	7,074	97	103	131
South Atlantic.....	+15	-3	92	13,115	+16	-5	71	2,881	36	17	37
West South Central.....	+22	-1	63	11,899	+21	+3	43	2,296	43	32	43
Pacific.....	+10	0	134	36,856	-12	+1	104	11,519	35	29	34
Fresh fruit, vegetable wholesalers.....	+9	+3	212	30,019	-6	-4	128	7,340	31	24	33
New England.....	-9	-3	24	1,623	-16	+2	19	685	53	83	48
Middle Atlantic.....	+6	+5	38	6,326	+4	-6	25	1,296	33	37	39
East North Central.....	+8	+12	29	6,154	+5	+5	17	1,176	23	13	24
West North Central.....	+8	+20	18	2,782	-31	+9	11	610	26	37	30
South Atlantic.....	+10	+1	31	2,908	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East South Central.....	+32	+1	9	537	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	+19	-1	27	5,851	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	+22	-2	6	371	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-1	-11	30	3,467	+8	+8	19	768	26	12	21
Drug wholesalers (general and specialty lines)...	+7	-1	287	102,416	-1	-3	227	134,490	153	179	158
New England.....	+11	0	17	5,807	-3	-5	12	6,482	135	162	141
Middle Atlantic.....	+9	-4	57	20,028	+5	-3	36	19,850	150	165	148
East North Central.....	-4	-5	52	28,189	-4	+1	43	32,176	122	152	117
West North Central.....	+9	0	24	7,398	+4	-6	21	11,423	173	184	182
South Atlantic.....	+8	+9	37	11,994	-2	-2	32	16,942	163	173	182
East South Central.....	+6	+4	18	4,143	-1	-5	13	6,539	185	192	204
West South Central.....	+12	+7	42	10,199	0	-11	33	17,237	199	223	228
Mountain.....	+11	+2	11	2,512	-6	-8	9	4,364	181	219	200
Pacific.....	+10	-2	29	12,146	-1	-5	28	19,477	165	188	170
Tobacco distributors.....	+1	+2	214	46,444	-6	-2	105	19,743	64	68	66
New England.....	-8	+4	21	4,769	-12	+5	6	2,173	73	82	74
Middle Atlantic.....	+2	-1	36	12,434	-13	-4	19	6,176	68	72	70
East North Central.....	+2	+2	38	9,056	-2	+4	22	2,920	52	62	49
West North Central.....	+3	+2	20	3,082	+4	-2	16	1,643	70	69	74
South Atlantic.....	-1	+3	29	8,279	-3	-3	22	4,552	64	63	69
East South Central.....	+9	+1	13	2,533	+25	-10	9	1,248	62	59	68
West South Central.....	-1	+1	31	3,699	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Dry goods, apparel wholesalers.....	+9	+2	387	129,563	-4	-1	198	160,182	198	228	199
New England.....	+28	+8	15	12,980	+13	+8	10	37,843	299	337	299
Middle Atlantic.....	+5	+1	248	90,639	-7	0	104	79,829	177	188	173
East North Central.....	+16	+14	25	4,142	-2	-20	16	3,689	107	166	153
West North Central.....	+4	-4	24	10,817	-9	-5	18	26,976	255	293	256
South Atlantic.....	+16	-3	33	5,369	-14	-11	27	5,893	117	160	128
East South Central.....	-1	-5	9	1,530	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+15	+18	22	2,982	-40	-16	12	2,286	99	176	146
Furniture, home furnishings wholesalers.....	+15	+6	341	36,979	-2	-2	260	36,525	164	180	172
New England.....	+3	-8	12	1,503	-22	-4	9	1,090	111	141	103
Middle Atlantic.....	+23	+12	70	15,670	-4	-5	33	6,921	150	172	165
East North Central.....	+3	+3	49	6,588	-6	-3	40	8,725	153	161	162
West North Central.....	+15	0	22	2,914	+3	+3	16	5,203	211	231	201
South Atlantic.....	+11	+11	16	1,792	-19	-5	5	880	156	204	181
East South Central.....	+18	+10	22	662	-12	-8	21	1,430	222	299	267
West South Central.....	+17	+6	23	3,442	-2	-3	22	6,355	188	209	205
Mountain.....	+24	+5	104	841	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+2	0	23	3,567	+8	+2	10	4,229	140	128	136

See page 4 for footnotes.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS--Continued

NOVEMBER 1954

Kind of business and geographic division	Sales				Inventory, end-of-month (at cost)				Stock-sales ratios ¹		
	Percent change, Nov. 1954 from--		November 1954 panel		Percent change, Nov. 1954 from--		November 1954 panel		(percent)		
	Nov. 1953	Oct. 1954	Number of establishments reporting ²	Reported dollar values ³ (add 000)	Nov. 1953	Oct. 1954	Number of establishments reporting ²	Reported dollar values ³ (add 000)	Nov. 1954	Nov. 1953	Oct. 1954
Automotive equipment, tire-tube wholesalers.....	-5	-8	450	\$27,320	-3	-9	298	\$29,494	194	209	218
New England.....	+10	-32	13	771	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-4	-2	70	3,053	-7	-2	44	3,257	208	234	202
East North Central.....	-8	+1	79	7,424	-4	-25	59	9,585	164	214	241
West North Central.....	-3	-28	24	1,849	+7	+3	9	490	263	274	223
South Atlantic.....	+8	-17	51	3,620	+6	-1	34	2,530	189	191	179
East South Central.....	-17	+5	61	3,256	+7	+7	67	5,392	193	152	201
West South Central.....	-1	-12	46	2,532	-6	+1	36	3,049	218	230	235
Mountain.....	-1	-4	23	1,643	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-10	-10	75	3,172	-14	-2	42	3,862	271	238	227
Electrical, electronic, appliance goods.....	+4	+3	758	206,470	-2	0	678	262,628	139	148	144
New England.....	+13	+6	44	12,598	-2	+1	41	15,394	124	145	129
Middle Atlantic.....	+1	+2	134	47,286	+1	-2	103	52,924	136	137	141
East North Central.....	-3	+2	192	46,232	-3	+1	181	61,088	137	137	138
West North Central.....	+5	-2	94	25,697	-4	-3	84	30,005	144	155	145
South Atlantic.....	+5	+1	107	25,570	-7	-3	95	33,823	141	161	146
East South Central.....	+15	+10	36	7,261	-10	+4	32	9,883	149	189	155
West South Central.....	+4	+4	61	12,427	+4	0	57	21,374	178	178	187
Mountain.....	0	+7	23	5,226	-1	+3	23	7,159	137	139	142
Pacific.....	+9	+8	67	24,173	+2	+1	62	30,978	130	141	139
Hardware wholesalers.....	+1	-4	238	87,177	+1	-3	155	177,399	221	226	220
New England.....	-17	-12	7	1,432	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-3	-13	31	7,699	-2	+3	14	10,103	195	181	156
East North Central.....	-4	-5	37	19,976	-4	-4	31	38,613	198	206	197
West North Central.....	0	-8	64	17,254	+1	-5	23	39,214	240	252	233
South Atlantic.....	+2	+5	26	5,129	-3	-1	21	10,346	227	243	243
East South Central.....	+3	+2	25	15,450	+14	-4	21	29,362	198	174	211
West South Central.....	+9	+5	15	5,802	-8	-3	12	11,152	208	274	228
Mountain.....	+8	-8	6	1,807	0	-1	6	5,087	282	308	262
Pacific.....	+6	-2	27	12,628	+2	-3	22	30,880	274	269	279
Plumbing, heating goods wholesalers.....	+6	-9	300	34,420	+7	-1	221	55,619	218	212	203
New England.....	+13	-10	22	2,172	+5	-3	17	6,163	349	132	321
Middle Atlantic.....	+3	-12	88	9,132	+2	+1	51	9,296	186	209	167
East North Central.....	+5	-14	45	5,237	+8	0	40	8,997	208	173	178
West North Central.....	+11	-3	34	5,578	+16	-3	34	10,341	185	183	184
South Atlantic.....	+4	-9	39	5,344	+5	-1	28	8,057	195	191	186
East South Central.....	+10	-2	13	1,654	-4	-3	9	2,005	205	235	200
West South Central.....	-6	-3	26	1,938	+8	0	24	4,700	253	337	243
Mountain.....	+7	-13	8	646	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+16	-8	25	2,719	-4	0	13	5,128	342	424	325
Lumber, construction materials dealers.....	+33	-4	467	107,660	+5	+4	321	64,766	103	118	96
New England.....	+29	+2	23	7,590	+1	+4	17	6,282	89	75	88
Middle Atlantic.....	+30	-1	96	22,888	+4	+8	58	10,053	75	78	72
East North Central.....	+28	-4	118	20,848	-2	+4	65	11,807	96	133	87
West North Central.....	+25	-8	27	11,440	+19	+3	18	3,558	111	102	106
South Atlantic.....	+16	+2	36	6,131	-8	+3	31	4,322	85	111	85
East South Central.....	+12	-12	13	2,026	+17	+6	10	1,637	137	160	105
West South Central.....	+35	-3	45	6,041	+22	+1	38	7,116	178	198	169
Mountain.....	+48	-8	21	4,422	-2	+5	20	5,022	118	151	104
Pacific.....	+49	-8	88	26,274	+10	+4	64	14,969	122	134	106
Industrial machinery, equipment, supplies distributors.....	-9	-1	500	61,868	-5	-1	438	107,031	196	162	202
New England.....	-17	+35	20	2,948	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-17	-8	65	9,936	-12	-2	41	8,501	119	139	135
East North Central.....	-22	-2	77	8,577	-12	-2	72	13,680	171	144	169
West North Central.....	+10	-8	20	2,723	-8	+3	19	4,703	180	172	158
South Atlantic.....	+12	+7	34	6,392	-3	-1	24	7,148	150	211	166
East South Central.....	-16	-25	22	2,076	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	+2	+1	191	23,490	+2	-1	188	52,779	227	159	231
Pacific.....	-10	-9	46	2,985	-19	-2	41	6,376	248	233	245

x Insufficient data to show separately.

n.a. Cumulative trends not available for this classification.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.² Establishments reporting in this survey are part of a probability sample representing merchant wholesalers in all kinds of business. However, percentage changes shown in table 1 and table 2 are computed on an unweighted basis by summarizing those reports received in time for tabulation and which provide data in each of the periods for which comparisons are made. Data may not necessarily represent trends of all wholesalers but do reflect the experience of those wholesalers reporting.³ Reported values are shown merely as an indication of coverage represented by the reporting panel for a kind of business or a geographic division. These should not be used for trend comparison with reported values for other months because the reporting panel may vary in size from month to month, depending upon the number of reports received in time for tabulation.⁴ Not affiliated with voluntary groups or cooperative groups.⁵ Includes general-line electrical goods, wiring supplies, construction materials, and apparatus wholesalers.⁶ Totals include data for some kinds of business not shown separately.

States comprising geographic divisions

New England (Conn., Maine, Mass., N. H., R. I., Vt.)
Middle Atlantic (N. J., N. Y., Pa.)
East North Central (Ill., Ind., Mich., Ohio, Wis.)West North Central (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)
South Atlantic (Del., D. C., Fla., Ga., Md., N. C., S. C., Va., W. Va.)East South Central (Ala., Ky., Miss., Tenn.)
West South Central (Ark., La., Okla., Tex.)
South Central - East South Central and West South Central combined.
Mountain (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)
Pacific (Calif., Oreg., Wash.)

MONTHLY

WHOLESALE TRADE REPORT

U. S. DEPARTMENT OF COMMERCE
Sinclair Weeks, Secretary

BUREAU OF THE CENSUS
Robert W. Burgess, Director

DECEMBER 1954

FOR RELEASE
FEBRUARY 8, 1955

SALES AND INVENTORIES

Data shown in this report are based on reports submitted by a reporting panel of over 9,400 merchant wholesalers representing firms in all parts of the country and various kinds of business. The reporting panel is part of a probability sample recently developed by the Bureau of the Census in order to provide national dollar volume estimates of sales and inventories of merchant wholesalers by kind of business. These dollar volume estimates are now being compiled and will be introduced in the Monthly Wholesale Trade Report in the near future.

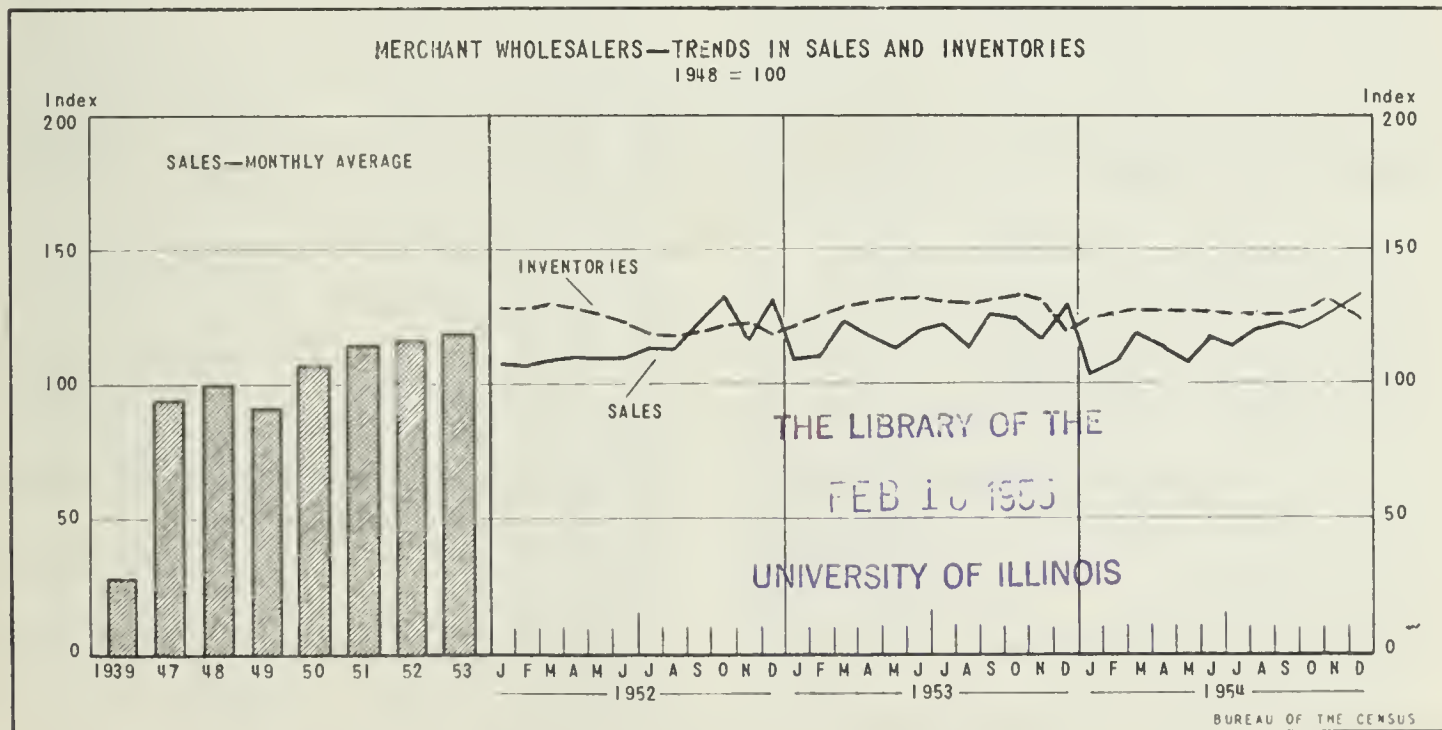
SALES

Cumulative 1954 sales of merchant wholesalers, which trailed cumulative 1953 sales throughout the year, were still slightly (1%) behind 1953 sales for the entire year despite increases reported for December. However, 10 trades showed annual 1954 sales ahead of 1953. Three trades--lumber and construction materials, air conditioning and commercial refrigeration equipment, and grocery retailer-cooperative warehouses--shared the principal increase (10%). Other important gains over 1953 were reported by farm supplies (8%), grocery voluntary groups (5%), and service equipment (5%). The largest declines were shown by the durable goods trades--metals and metalwork (11%), industrial machinery and supplies (9%), hardware (7%), and electrical appliances (6%).

December 1954 sales of merchant wholesalers were up 5 percent above November and were also 5 percent higher than sales a year ago. More than half of the trades reported sales gain over November, with motor-vehicle dealers, up 29 percent, registering the principal increase. Other substantial gains were noted by wines and spirits wholesalers (18%), electrical equipment and supplies wholesalers (18%), and tobacco distributors (17%). Sharp declines were reported by stationery and wallpaper wholesalers (21%), air conditioning and refrigeration equipment distributors (18%), construction materials distributors (17%), and dry goods wholesalers (15%). Compared with a year ago, all but 10 trades registered increases. Substantial gains were noted by lumber and millwork wholesalers (40%), iron and steel scrap dealers (39%), motor-vehicle distributors (26%), and clothing and furnishings wholesalers (20%). Paint and varnish wholesalers showed the sharpest decline (13%) below sales a year ago.

INVENTORIES

Inventories (valued at cost) of wholesalers at year-end were down 3 percent from November 30 and were also slightly (1%) below stocks on hand December 31, 1953. Most trades showed only small changes in inventories. Iron and steel scrap dealers, with an increase of 62 percent over year-ago stocks, and meat products wholesalers, with inventories up 29 percent since November, registered the most substantial changes. Based on reports of establishments submitting inventory figures in conjunction with sales data, the December 1954 stock-sales ratio of 119 percent was 10 points below that of the previous month and equally below the December 1953 ratio.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

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Table 1.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS

DECEMBER 1954

Kind of business	Sales					Inventory, end-of-month (at cost)				Stock-sales ratios ¹		
	Percent change		December 1954 panel			Percent change, Dec. 1954 from--		December 1954 panel		(percent)		
	Dec. 1954 from--		12 mo. 1954 from 12 mo. 1953	Number of estab-lishments report-ing ²	Reported dollar values ³ (add 000)	Dec. 1954 from--		Number of estab-lishments report-ing ²	Reported dollar values ³ (add 000)	Dec. 1954	Dec. 1953	Nov. 1954
	Dec. 1953	Nov. 1954				Dec. 1953	Nov. 1954					
Merchant wholesalers, total.....	+5	+5	-1	9,428	\$2,576,656	-1	-3	6,789	\$2,217,740	119	129	129
Grocery, confectionery, meat wholesalers.....	+4	+5	+2	1,221	389,505	-3	-1	957	219,280	79	86	83
General-line grocery wholesalers.....	+3	-2	+5	753	195,169	0	-4	639	143,876	103	106	105
Nonaffiliated ⁴	-1	-2	-2	562	74,259	-2	-3	474	71,922	132	132	131
Voluntary groups.....	+2	-3	+5	170	78,779	-1	-4	150	58,383	87	96	90
Retailer-cooperative.....	+13	+14	+10	21	42,131	+9	-3	15	13,571	75	76	77
Specialty-line grocery wholesalers.....	+9	+14	0	256	149,086	-12	+1	170	65,794	66	85	72
Confectionery wholesalers.....	+5	+2	-1	72	6,555	+13	-2	35	1,303	52	51	57
Meat, meat products wholesalers.....	-5	+7	-3	140	38,695	+18	+29	113	8,307	24	19	20
Edible farm products distributors.....	-2	+1	-3	791	180,715	-16	-4	616	47,066	33	30	35
Dairy, poultry products distributors.....	-2	+1	-4	484	144,158	-16	-1	394	39,062	34	31	35
Fresh fruit, vegetable wholesalers.....	0	-3	0	307	36,557	-14	-14	222	8,004	29	28	34
Beer, wine, distilled spirits wholesalers.....	+1	+17	-1	400	204,284	-4	-23	313	119,205	75	88	115
Beer distributors.....	+2	+6	-1	129	12,818	+5	-5	109	4,802	44	40	49
Wine, distilled spirits wholesalers.....	+1	+18	-2	271	191,466	-1	-20	204	114,403	77	93	121
Drugs, chemicals, allied products wholesalers...	+4	-1	0	588	136,113	0	-4	393	156,521	154	159	157
Drug wholesalers (general and specialty lines).....	+6	-2	+1	291	98,500	+3	-5	225	129,630	161	162	164
Industrial chemicals, explosives wholesalers..	+1	+5	-3	164	30,953	-12	+2	99	20,892	130	148	134
Paint, varnish wholesalers.....	-13	-6	-5	133	6,660	+3	+6	69	5,959	222	232	176
Tobacco distributors.....	+2	+17	-2	232	60,805	-6	-17	127	17,628	44	48	62
Dry goods, apparel wholesalers.....	+10	-4	-1	365	134,126	-3	+4	199	165,214	206	241	195
Clothing, furnishings, footwear wholesalers...	+20	-9	+1	83	14,179	-9	-3	36	9,219	184	219	160
Dry goods wholesalers (general and specialty lines).....	-2	-15	-2	166	38,125	+4	+5	101	81,224	272	261	224
Piece goods converters.....	+17	+5	+2	116	81,822	-10	+4	62	74,771	139	199	156
Furniture, home furnishings wholesalers.....	+8	-4	-3	240	37,822	+1	-6	148	37,565	150	166	163
Furniture wholesalers.....	+13	+3	n.a.	112	12,944	+9	-6	59	10,693	126	125	158
Home furnishings, floor coverings wholesalers.	+6	-7	n.a.	128	24,878	-1	-7	89	26,872	163	181	165
Paper, allied products wholesalers.....	+11	-3	+3	349	63,082	-3	-6	230	43,053	93	97	100
Paper wholesalers.....	+11	+1	n.a.	206	53,839	-3	-7	143	33,865	83	91	93
Stationery, wallpaper wholesalers.....	+8	-21	n.a.	143	9,243	+1	-5	87	9,188	164	163	142
Inedible farm products merchants.....	+9	+5	n.a.	216	240,910	+13	+6	149	267,980	191	194	187
Automotive wholesalers.....	+19	+13	n.a.	518	73,277	-8	0	315	70,496	110	149	127
Motor-vehicle distributors.....	+26	+29	n.a.	62	46,384	-3	+5	46	24,071	53	55	66
Automotive equipment, tire-tube wholesalers...	+11	-7	-5	456	26,893	-9	-2	269	46,425	245	295	231
Electrical, electronic, appliance goods dis-tributors.....	+1	+11	-4	758	244,563	+2	-10	695	252,110	109	110	134
Electrical equipment, supplies wholesalers ⁵ ...	0	+18	-4	526	166,181	+3	-10	506	169,552	104	105	137
Electrical appliances, TV and radio sets and parts, and electronic parts, equipment dis-tributors.....	+5	+1	-6	232	78,382	-1	-10	189	82,558	119	128	130
Hardware, plumbing, heating goods wholesalers...	+2	-6	-6	517	113,328	-2	-4	384	205,520	213	221	208
Hardware wholesalers.....	+2	-5	-7	187	77,074	-2	-4	142	146,340	215	222	211
Plumbing, heating goods distributors.....	+3	-8	-3	330	36,254	-2	-5	242	59,180	207	220	199
Lumber, construction materials distributors.....	+34	-6	+10	432	99,200	+5	+3	280	62,556	111	138	102
Lumber, millwork wholesalers.....	+40	-2	n.a.	257	80,094	+4	+3	175	50,607	116	153	110
Construction materials distributors.....	+11	-17	n.a.	175	19,106	+9	+3	105	11,949	94	91	79
Machinery, equipment, supplies distributors.....	+1	+4	-5	1,364	149,493	-1	+2	1,093	257,772	197	202	201
Air conditioning, commercial refrigeration equipment distributors.....	+5	-18	+10	99	5,440	-17	-3	57	4,606	101	170	83
Commercial machines, equipment distributors...	+6	+3	+3	121	11,582	+7	-2	87	9,784	107	106	109
Industrial machinery, equipment, supplies houses.....	-5	+10	-9	533	74,298	+4	+4	450	133,047	201	179	214
Professional equipment, supplies houses ⁶	+4	+4	0	293	20,229	+5	0	257	35,846	195	185	204
Surgical, medical, hospital supply houses...	+1	+2	-2	49	6,011	+5	0	36	6,722	133	125	136
Service establishment equipment, supplies houses.....	+15	-13	+5	114	6,406	-2	+2	74	9,243	192	244	170
Other machinery, equipment distributors.....	+8	-1	-4	204	31,538	-10	+1	168	65,246	238	282	231
Metals, metalwork (except scrap) distributors...	-4	+14	-11	276	128,940	-14	-4	207	109,521	196	226	208
Iron, steel and products distributors.....	+2	+15	n.a.	194	65,975	-13	-5	146	83,350	298	312	325
Nonferrous metals distributors.....	-9	+13	n.a.	82	62,965	-17	+2	61	26,171	94	117	93
Iron-steel scrap, waste materials dealers.....	+31	+6	n.a.	262	75,568	+43	-3	169	23,201	44	42	49
Iron-steel scrap dealers.....	+39	+10	n.a.	156	63,810	+62	-3	110	18,557	41	37	46
Waste materials dealers.....	+1	-10	n.a.	106	11,758	-10	-2	59	4,644	62	72	59
Other merchant wholesalers ⁶	+3	+6	n.a.	899	244,925	0	-3	514	163,052	104	110	112
Amusement, sporting goods wholesalers.....	+3	+5	n.a.	121	16,280	-10	-19	68	11,120	100	109	124
Book, periodical, newspaper wholesalers.....	+11	+9	n.a.	93	9,238	-13	-2	30	3,851	138	171	143
Coal wholesalers.....	+7	+10	-8	216	69,876	+1	-15	93	27,059	71	77	96
Farm supplies wholesalers.....	+15	+16	+8	191	46,958	+4	+5	147	42,512	137	159	143
Jewelry wholesalers.....	0	0	-7	111	17,382	+8	-7	53	19,457	181	154	209

See page 4 for footnotes.

Table 2.—TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS

DECEMBER 1954

Kind of business and geographic division	Sales				Inventory, end-of-month (at cost)				Stock-sales ratios ¹		
	Percent change, Dec. 1954 from--		December 1954 panel		Percent change, Dec. 1954 from--		December 1954 panel		(percent)		
	Dec. 1953	Nov. 1954	Number of estab- lishments report- ing ²	Reported dollar values ³ (add, 000)	Dec. 1953	Nov. 1954	Number of estab- lishments report- ing ²	Reported dollar values ³ (add 000)	Dec. 1954	Dec. 1953	Nov. 1954
Merchant wholesalers, total ⁶	+5	+5	9,428	\$2,576,656	-1	-3	6,789	\$2,217,740	119	129	129
New England.....	+2	+2	501	115,424	0	-1	336	124,435	142	151	149
Middle Atlantic.....	+6	+12	2,233	891,301	-6	-3	1,302	470,737	85	99	98
East North Central.....	+5	+1	1,832	499,674	-4	-5	1,359	415,679	103	121	110
West North Central.....	+7	-3	899	203,088	+3	-2	697	242,107	155	159	151
South Atlantic.....	0	-2	930	189,941	+3	-6	696	235,145	161	165	178
East South Central.....	-4	+6	406	116,073	0	-1	309	123,840	151	179	160
West South Central.....	+3	+13	1,009	198,692	+6	+2	862	280,367	169	163	190
Mountain.....	+10	+6	292	48,518	+1	-4	232	65,030	154	150	173
Pacific.....	+10	+1	1,326	313,945	0	-5	996	260,400	111	121	118
General-line grocery wholesalers.....	+3	-2	753	195,169	0	-4	639	143,876	103	106	105
Middle Atlantic.....	-3	0	76	18,734	-3	-11	46	15,890	104	130	115
East North Central.....	+5	-4	137	35,465	+4	+1	120	27,865	105	113	103
West North Central.....	+6	-3	126	31,945	-1	-3	121	28,330	95	101	96
South Atlantic.....	-6	+8	33	7,522	-6	-4	23	5,748	121	120	129
East South Central.....	-1	-2	41	7,608	+3	-12	39	8,289	111	99	123
West South Central.....	+5	+1	91	17,016	-6	-2	90	19,583	116	107	119
Mountain.....	+13	+1	36	6,905	+3	-8	30	5,513	102	112	115
Pacific.....	+4	-3	209	67,038	-1	-2	167	31,920	97	97	92
Specialty-line grocery wholesalers.....	+9	+14	256	149,086	-12	+1	170	65,794	66	85	72
New England.....	-1	-15	16	1,681	-15	0	8	825	115	127	93
Middle Atlantic.....	+7	+19	119	105,164	-10	+6	79	42,814	62	78	66
East North Central.....	-5	+3	29	8,001	0	+3	22	7,884	107	102	106
West North Central.....	+2	-6	8	1,496	+3	-8	7	829	68	66	78
South Atlantic.....	0	-3	19	1,473	(x)	(x)	(x)	(x)	(x)	(x)	(x)
East South Central.....	+25	+25	28	15,370	(x)	-6	24	6,480	80	(x)	116
West South Central.....	+32	-14	27	12,714	-1	-22	17	5,627	47	86	52
Dairy, poultry products distributors.....	-2	+1	484	144,158	-16	-1	394	39,062	34	31	35
New England.....	-6	-9	21	6,419	-4	+6	18	728	21	35	17
Middle Atlantic.....	-3	+4	92	39,889	-15	0	63	7,245	26	29	26
East North Central.....	-4	-2	98	34,667	-23	+1	77	9,088	31	33	30
West North Central.....	-14	+2	42	9,113	-44	+8	34	6,045	75	66	71
South Atlantic.....	-4	+2	55	11,825	+12	-1	48	2,950	44	26	44
East South Central.....	-3	+2	59	7,822	(x)	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	+5	+3	107	31,612	+25	-7	97	9,874	32	20	36
Fresh fruit, vegetable wholesalers.....	0	-3	307	36,557	-14	-14	222	8,004	29	28	34
New England.....	+25	+9	16	1,157	-27	-19	14	248	22	42	31
Middle Atlantic.....	-1	-6	43	5,504	+15	-20	21	202	7	6	8
East North Central.....	-3	+3	34	7,623	-10	-8	24	966	16	17	18
West North Central.....	+2	+9	54	4,367	0	-16	45	941	25	24	32
South Atlantic.....	-5	-7	28	2,192	-2	-4	17	1,223	71	76	71
East South Central.....	-2	-12	42	6,766	-30	-22	31	1,307	29	46	41
West South Central.....	-7	-4	17	701	-32	-14	12	124	28	34	32
Mountain.....	+2	-3	73	8,247	-19	-14	58	2,993	40	24	46
Drug wholesalers (general and specialty lines).....	+6	-2	291	98,500	+3	-5	225	129,630	161	162	164
New England.....	+8	+9	16	6,901	+6	-5	13	6,525	121	132	138
Middle Atlantic.....	+7	-4	66	24,332	+2	-3	40	27,606	171	146	169
East North Central.....	+6	-3	58	19,541	+7	-5	48	24,234	146	151	148
West North Central.....	+3	-2	21	7,618	+6	-6	19	10,532	157	156	163
South Atlantic.....	+4	-2	44	13,192	0	-3	32	16,864	162	163	166
East South Central.....	+5	-2	13	3,729	+2	-5	10	5,447	175	181	180
West South Central.....	+4	0	37	9,694	+1	-4	28	15,537	192	195	198
Mountain.....	+8	-8	10	2,914	-4	-14	10	5,129	176	226	188
Pacific.....	+5	-5	26	11,389	0	-6	25	17,756	156	167	158
Tobacco distributors.....	+2	+17	232	60,805	-6	-17	127	17,628	44	48	62
New England.....	-10	+26	22	5,592	-15	-11	9	1,670	49	51	68
Middle Atlantic.....	+2	+18	45	17,686	-17	-19	26	5,444	50	63	73
East North Central.....	+3	+17	36	11,681	+9	-6	21	2,834	37	36	47
West North Central.....	+3	+26	14	2,796	-14	-23	9	681	34	39	56
South Atlantic.....	+14	+21	28	9,765	-3	-13	20	3,339	45	59	63
East South Central.....	+8	+16	37	5,933	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Dry goods, apparel wholesalers.....	+10	-4	365	134,126	-3	+4	199	165,214	206	241	195
New England.....	-9	0	18	13,684	+15	-2	9	36,431	298	225	300
Middle Atlantic.....	+15	+1	234	86,631	-11	+3	116	85,689	159	221	168
East North Central.....	+14	-22	23	3,168	-2	-2	18	4,743	158	182	124
West North Central.....	0	-21	16	7,020	-4	+5	12	24,740	367	381	281
South Atlantic.....	+10	-25	8	1,354	+8	+5	5	2,361	214	205	141
East South Central.....	+11	-30	15	1,168	-13	-17	6	1,618	216	509	168
West South Central.....	+8	-30	37	4,505	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Furniture, home furnishings wholesalers.....	+8	-4	240	37,822	+1	-6	148	37,565	150	166	163
Middle Atlantic.....	-1	-13	77	14,233	-1	-6	30	6,454	153	167	150
East North Central.....	+8	-8	54	7,360	-1	-6	35	9,432	153	166	151
West North Central.....	+17	-2	18	2,374	+1	-4	15	4,156	197	231	198
South Atlantic.....	+31	+39	26	4,325	+5	-20	13	2,684	84	107	165
East South Central.....	+17	+3	33	4,542	+9	-10	22	5,624	169	162	182
West South Central.....	+7	-3	22	3,937	-2	+1	20	5,733	147	163	143

See page 4 for footnotes.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS--Continued

DECEMBER 1954											
Kind of business and geographic division	Sales				Inventory, end-of-month (at cost)				Stock-sales ratios ¹ (percent)		
	Percent change, Dec. 1954 from--		December 1954 panel		Percent change, Dec. 1954 from--		December 1954 panel		Dec. 1954	Dec. 1953	Nov. 1954
	Dec. 1953	Nov. 1954	Number of estab- lishments report- ing ²	Reported dollar values ³ (add 000)	Dec. 1953	Nov. 1954	Number of estab- lishments report- ing ²	Reported dollar values ³			
Automotive equipment, tire-tube wholesalers.....	+11	-7	456	\$26,893	-9	-2	269	\$46,425	245	295	231
New England.....	+25	0	7	981	+7	+1	5	1,815	259	300	245
Middle Atlantic.....	+15	-10	73	3,789	-17	-3	31	2,884	223	281	195
East North Central.....	+9	-4	92	7,147	-26	+3	54	12,768	214	326	201
West North Central.....	+6	-9	61	2,382	-8	-3	21	4,523	388	397	336
South Atlantic.....	+21	-14	57	3,393	+4	-6	44	8,223	268	327	248
East South Central.....	-6	-12	27	1,868	+3	-3	23	3,843	219	199	197
West South Central.....	-4	-4	21	1,631	+1	-8	20	5,410	332	317	349
Mountain.....	+1	+1	31	2,042	-4	+4	26	3,432	191	198	184
Pacific.....	+29	0	87	3,660	-16	-7	45	3,527	224	262	219
Electrical, electronic, appliance goods.....	+1	+11	758	244,563	+2	-10	695	252,110	109	110	134
New England.....	-1	+8	43	12,537	-2	-10	41	13,867	113	115	135
Middle Atlantic.....	+1	+11	118	60,280	-3	-6	99	56,869	101	119	119
East North Central.....	-3	+11	193	53,940	+4	-14	183	53,776	102	94	131
West North Central.....	-4	+8	78	24,630	+11	-6	69	24,225	122	99	140
South Atlantic.....	+2	+13	121	30,786	+2	-9	108	33,856	117	113	145
East South Central.....	+8	+11	40	9,622	-14	-15	38	10,490	111	137	146
West South Central.....	+7	+16	64	16,414	+12	-6	63	23,343	143	138	176
Mountain.....	-5	+6	24	6,063	-11	-16	24	6,446	106	104	134
Pacific.....	+11	+12	77	30,291	+3	-15	70	29,238	99	105	129
Hardware wholesalers.....	-5	+2	187	77,074	-2	-4	142	146,340	215	222	211
Middle Atlantic.....	-5	-2	24	5,781	+4	+2	10	7,773	196	179	192
East North Central.....	-11	-12	31	16,961	-3	-4	29	35,781	212	203	194
West North Central.....	-3	-14	22	10,660	+6	-2	20	25,576	259	221	226
South Atlantic.....	0	-7	28	5,705	-6	-7	18	10,879	233	264	231
East South Central.....	+8	-1	24	15,150	-7	0	23	27,002	179	206	179
West South Central.....	+18	+5	21	8,848	-9	-9	15	9,669	167	218	197
Mountain.....	+11	+5	7	2,207	0	-7	6	4,830	241	260	275
Pacific.....	+12	-1	25	10,889	-1	-8	18	23,855	256	288	274
Plumbing, heating goods wholesalers.....	+3	-8	330	36,254	-2	-5	242	59,180	207	220	199
New England.....	+12	-10	16	1,348	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-3	-5	104	9,774	-3	-4	58	10,413	190	191	187
East North Central.....	-5	-10	47	4,194	-7	-7	37	7,214	197	189	193
West North Central.....	+19	-12	35	4,247	-6	-7	33	8,396	203	256	191
South Atlantic.....	+2	-11	59	9,130	+8	-9	48	13,704	174	160	169
East South Central.....	+6	-8	14	1,988	+14	-3	13	3,441	178	170	169
West South Central.....	+2	-1	28	2,009	+2	-2	26	5,032	257	261	261
Mountain.....	+10	+5	7	501	(x)	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+15	-1	20	3,063	-8	-2	12	5,155	241	291	236
Lumber, construction materials dealers.....	+34	-6	432	99,200	+5	+3	280	62,556	111	138	102
New England.....	+24	-2	28	7,852	+13	-4	24	7,119	93	124	96
Middle Atlantic.....	+20	-7	80	15,562	-12	-3	54	8,921	71	98	70
East North Central.....	+34	-7	111	17,132	-5	+7	53	10,649	116	163	112
West North Central.....	+51	-2	32	21,931	+34	+16	20	4,871	133	190	96
South Atlantic.....	+21	-18	38	4,653	-6	+2	24	3,742	128	170	100
East South Central.....	+31	-7	16	2,646	+16	+7	12	1,600	134	160	122
West South Central.....	+45	-5	30	3,853	+23	+8	30	7,627	198	246	174
Mountain.....	+60	+4	13	3,162	+8	+3	11	3,546	116	168	117
Pacific.....	+34	-6	84	22,409	+7	-1	52	14,481	117	114	108
Industrial machinery, equipment, supplies distributors.....	-5	+10	533	74,298	+4	+4	450	133,047	201	179	214
New England.....	-8	-24	10	909	-31	-3	5	795	124	144	82
Middle Atlantic.....	-3	+11	46	6,830	+5	+4	21	5,374	119	111	132
East North Central.....	-15	+4	48	6,616	-23	+1	35	9,236	163	176	172
West North Central.....	+2	+11	35	3,206	-10	-5	20	3,484	186	178	212
South Atlantic.....	+10	+1	38	8,278	-7	+1	36	12,337	163	199	160
East South Central.....	-5	+14	271	30,599	+17	+10	251	63,247	224	193	237
West South Central.....	-16	+18	29	6,933	+14	+2	28	15,834	232	123	238
Mountain.....	-12	+10	56	10,927	-12	-4	47	21,248	206	191	214

x Insufficient data to show separately.

n.a. Cumulative trends not available for this classification.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.² Establishments reporting in this survey are part of a probability sample representing merchant wholesalers in all kinds of business. However, percentage changes shown in table 1 and table 2 are computed on an unweighted basis by summarizing those reports received in time for tabulation and which provide data in each of the periods for which comparisons are made. Data may not necessarily represent trends of all wholesalers but do reflect the experience of those wholesalers reporting.³ Reported values are shown merely as an indication of coverage represented by the reporting panel for a kind of business or a geographic division. These should not be used for trend comparison with reported values for other months because the reporting panel may vary in size from month to month, depending upon the number of reports received in time for tabulation.⁴ Not affiliated with voluntary groups or cooperative groups.⁵ Includes general-line electrical goods, wiring supplies, construction materials, and apparatus wholesalers.⁶ Totals include data for some kinds of business not shown separately.

States comprising geographic divisions

New England (Conn., Maine, Mass., N. H., R. I., Vt.)

Middle Atlantic (N. J., N. Y., Pa.)

East North Central (Ill., Ind., Mich., Ohio, Wis.)

West North Central (Iowa, Kans., Minn., Mo., Nebr., N. Dak., S. Dak.)

South Atlantic (Del., D. C., Fla., Ga., Md., N. C., S. C., Va., W. Va.)

East South Central (Ala., Ky., Miss., Tenn.)

West South Central (Ark., La., Okla., Tex.)

South Central - East South Central and West South Central combined.

Mountain (Ariz., Colo., Idaho, Mont., Nev., N. Mex., Utah, Wyo.)

Pacific (Calif., Oreg., Wash.)

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Ref

MONTHLY

WHOLESALE TRADE REPORT

U. S. DEPARTMENT OF COMMERCE
Sinclair Weeks, Secretary

BUREAU OF THE CENSUS
Robert W. Burgess, Director

JANUARY 1955

THE LIBRARY OF THE

FOR RELEASE
MARCH 10, 1955

SALES AND INVENTORIES

UNIVERSITY OF ILLINOIS

Data shown in this report are based on reports submitted by a reporting panel of over 10,000 merchant wholesalers representing firms in all parts of the country and various kinds of business. The reporting panel is part of a probability sample recently developed by the Bureau of the Census in order to provide national dollar volume estimates of sales and inventories of merchant wholesalers by kind of business. These dollar volume estimates are now being compiled and will be introduced in the Monthly Wholesale Trade Report in the near future. Beginning with this publication, reports included in these tabulations are weighted to reflect their probability of selection (see note on page 4).

Sales

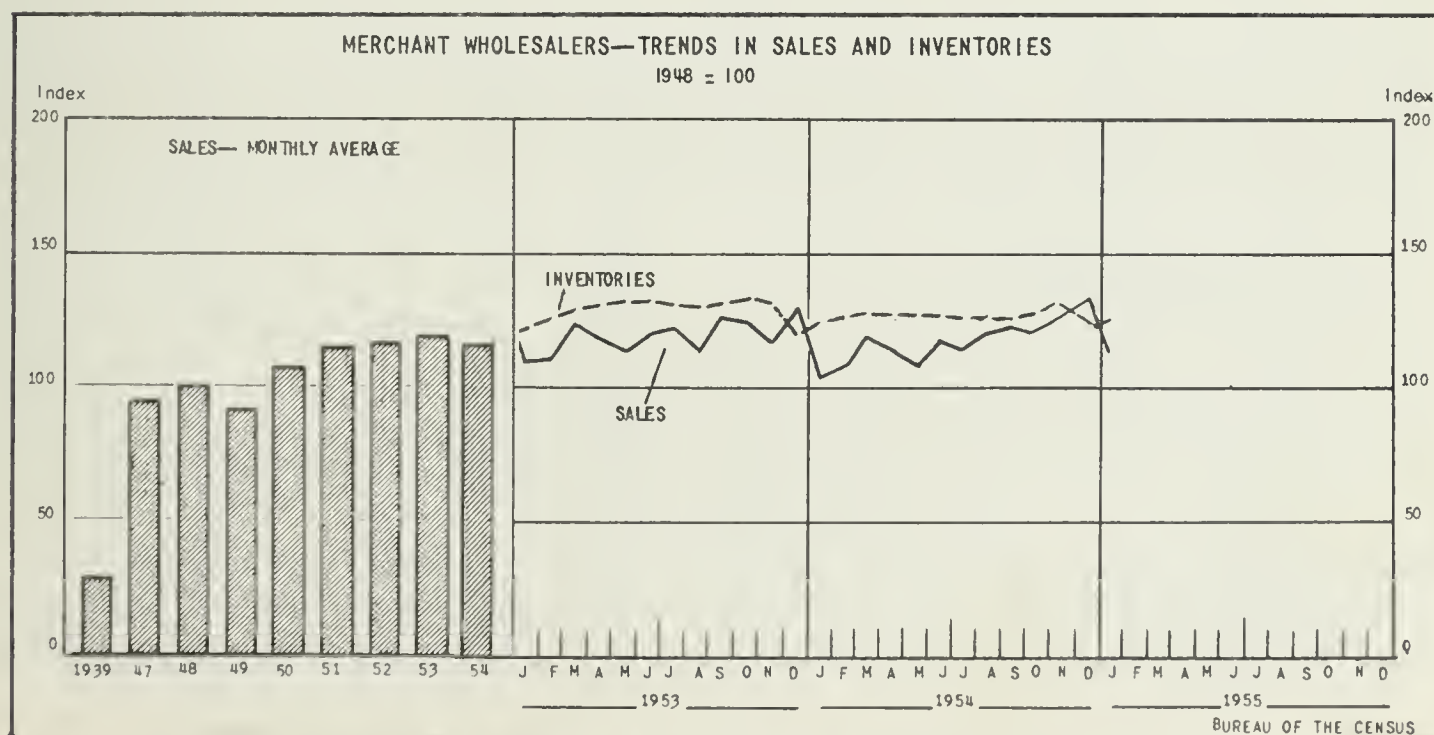
January 1955 sales of merchant wholesalers showed a seasonal decline of 12 percent below the previous month, but were up 6 percent above sales a year ago.

All geographic divisions experienced decreases in sales from December 1954, but showed increased sales over a year ago. Declines from the previous month varied from 9 to 17 percent, with the Middle Atlantic Division noting the sharpest drop. Compared with a year ago, the Pacific Division, up 12 percent, noted the principal increase.

Most trades shown in this report indicated declines from December 1954 sales. The most substantial decreases were noted for wines and distilled spirits wholesalers (53%), amusement and sporting goods wholesalers (46%), and jewelry wholesalers (44%). The only large increase over December 1954 sales was reported by farm supplies wholesalers (28%). Compared with January 1954, only seven trades--mostly nondurable goods--reported declines. However, substantial increases were noted by iron and steel scrap dealers (62%); lumber and construction materials distributors (31%); waste materials dealers (31%); book, periodical, and newspaper wholesalers (29%); air conditioning and refrigeration equipment distributors (21%); and motor-vehicle distributors (19%).

Inventories

Inventories (valued at cost) of wholesalers at the end of January were up 1 percent as compared with December 31 stocks and showed no change from inventories on hand January 31, 1954. By trade, inventory changes were, for the most part, small. Inventories held by fresh fruit and vegetable wholesalers, up 12 percent, registered the only substantial change over previous month inventories. Compared with stocks on hand a year ago, the most notable changes were increases of 32 percent for iron and steel scrap dealers and 34 percent for air conditioning and refrigeration equipment distributors; and a decline of 29 percent for waste materials dealers. Based on reports of establishments submitting inventory figures in conjunction with sales data, the January stock-sales ratio of 130 percent was 19 points above the previous month but 8 points lower than the ratio for January 1954.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

For sale by the Bureau of the Census: single copy—10¢, annual subscription—\$1.00

Table 1.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS

JANUARY 1955

Kind of business	Sales			Inventory, end-of-month (at cost)			Stock-sales ratios ¹ (percent)		
	Percent change, Jan. 1955 from--		Jan. 1955 panel-- Number of establish- ments re- porting	Percent change, Jan. 1955 from--		Jan. 1955 panel-- Number of establish- ments re- porting	Jan. 1955	Jan. 1954	Dec. 1954
	Jan. 1954	Dec. 1954		Jan. 1954	Dec. 1954				
Merchant wholesalers.....	+6	-12	10,095	0	+1	7,536	130	138	111
Grocery, confectionery, meat wholesalers.....	-4	-5	1,045	-6	+1	844	82	79	78
General-line grocery wholesalers.....	+1	+1	565	-2	+2	513	110	117	114
Nonaffiliated ²	+2	0	389	0	+3	378	130	138	129
Voluntary groups.....	-3	0	158	-8	+2	122	108	110	106
Retailer-cooperative.....	+11	+7	18	+4	-2	13	68	66	82
Specialty-line grocery wholesalers.....	-12	-10	252	-14	-1	176	70	61	62
Confectionery wholesalers.....	-4	-19	89	-2	-1	50	83	87	66
Meat, meat products wholesalers.....	-1	-10	139	-9	+4	105	20	21	18
Edible farm products distributors.....	0	-11	890	-4	+6	711	31	29	26
Dairy, poultry products distributors.....	-2	-12	567	-7	+4	465	33	31	28
Fresh fruit, vegetable wholesalers.....	+5	-9	323	+5	+12	246	26	24	21
Beer, wine, distilled spirits wholesalers.....	0	-44	472	-3	0	385	128	128	74
Beer distributors.....	0	-26	125	-6	+3	109	63	66	48
Wine, distilled spirits wholesalers.....	0	-53	347	-2	-1	276	177	171	86
Drugs, chemicals, allied products wholesalers.....	+10	+1	617	+5	+3	447	138	142	137
Drug wholesalers (general and specialty lines).....	+12	+1	298	+9	+3	239	143	146	142
Industrial chemicals, explosives wholesalers.....	+4	-2	174	-10	+4	113	97	108	92
Paint, varnish wholesalers.....	+9	+4	145	-4	+4	95	196	207	231
Tobacco distributors.....	+3	-23	266	-5	+2	170	61	66	46
Dry goods, apparel wholesalers.....	+7	-1	404	-4	+2	185	180	225	164
Clothing, furnishings, footwear wholesalers.....	+16	-17	100	-3	+3	55	195	214	151
Dry goods wholesalers (general and specialty lines).....	-2	+6	173	-8	+2	67	170	247	166
Piece goods converters.....	+16	+5	131	0	+1	63	179	207	177
Furniture, home furnishings wholesalers.....	+16	-11	232	+4	+3	164	164	215	132
Furniture wholesalers.....	+16	0	109	+1	-1	72	153	182	143
Home furnishings, floor coverings wholesalers.....	+15	-17	123	+6	+4	92	171	234	127
Paper, allied products wholesalers.....	+6	-4	440	+4	-1	216	124	108	118
Paper wholesalers.....	+6	-4	288	+4	0	139	115	104	109
Stationery, wallpaper wholesalers.....	+5	-8	152	+4	-3	77	196	149	190
Inedible farm products merchants.....	+3	-18	275	-3	-4	210	134	132	120
Automotive wholesalers.....	+15	-7	497	-2	0	338	205	227	190
Motor-vehicle distributors.....	+19	+8	63	-12	0	60	95	127	102
Automotive equipment, tire-tube wholesalers.....	+14	-12	434	0	0	278	267	284	230
Electrical, electronic, appliance goods distributors..	+10	-18	809	-1	+1	744	147	166	120
Electrical equipment, supplies wholesalers ³	+13	-19	552	-4	0	530	150	168	119
Electrical appliances, TV and radio sets and parts, and electronic parts, equipment distributors.....	+3	-15	257	+4	+6	214	142	161	121
Hardware, plumbing, heating goods wholesalers.....	+10	-10	522	0	+6	412	259	290	220
Hardware wholesalers.....	+8	-12	211	-1	+7	180	300	315	246
Plumbing, heating goods distributors.....	+13	-7	311	+3	+3	232	207	252	185
Lumber, construction materials distributors.....	+31	-7	492	+12	+2	350	102	128	93
Lumber, millwork wholesalers.....	+32	-4	282	+11	+7	197	95	125	85
Construction materials distributors.....	+28	-11	210	+13	0	153	120	141	109
Machinery, equipment, supplies distributors.....	+7	-5	1,486	0	-2	1,202	158	196	178
Air conditioning, commercial refrigeration equip- ment distributors.....	+21	-8	89	+34	+3	71	269	292	248
Commercial machines, equipment distributors.....	+13	-20	186	-1	-2	131	209	169	177
Industrial machinery, equipment, supplies houses....	+3	-6	551	-2	-3	476	180	194	183
Professional equipment, supplies houses ⁴	+2	-10	319	-6	+2	200	217	194	192
Surgical, medical, hospital supply houses.....	+3	-9	66	0	+2	23	204	197	181
Service establishment equipment, supplies houses....	+12	-3	107	+8	+2	71	159	169	148
Other machinery, equipment distributors.....	+12	+7	234	-5	-2	253	220	272	239
Metals, metalwork (except scrap) distributors.....	+14	-6	359	-5	+4	301	163	198	154
Iron, steel and products distributors.....	+12	-3	288	-7	+4	241	199	263	198
Nonferrous metals distributors.....	+19	-10	71	+4	+8	60	79	71	62
Iron-steel scrap, waste materials dealers.....	+48	-8	278	+15	-4	190	70	90	65
Iron-steel scrap dealers.....	+62	-10	155	+32	-5	112	77	102	72
Waste materials dealers.....	+31	-4	123	-29	0	78	56	74	51
Other merchant wholesalers ⁴	+8	-14	1,011	+10	-1	667	97	132	83
Amusement, sporting goods wholesalers.....	-7	-46	117	-2	+7	88	302	277	159
Book, periodical, newspaper wholesalers.....	+29	-11	122	+7	-1	66	78	79	73
Coal wholesalers.....	+3	-4	253	+11	-11	134	38	38	39
Farm supplies wholesalers.....	+2	+28	215	+5	+4	184	140	146	183
Jewelry wholesalers.....	+11	-44	134	+8	-7	71	222	306	125

See page 4 for footnotes.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS

JANUARY 1955

Kind of business and geographic division	Sales		Inventory, end-of-month (at cost)		Stock-sales ratios ¹ (percent)		
	Percent change, Jan. 1955 from--		Percent change, Jan. 1955 from--		Jan. 1955	Jan. 1954	Dec. 1954
	Jan. 1954	Dec. 1954	Jan. 1954	Dec. 1954			
Merchant wholesalers, total ⁴	+6	-12	0	+1	130	138	111
New England.....	+10	-10	-1	+2	131	130	118
Middle Atlantic.....	+7	-17	-4	-1	102	113	92
East North Central.....	+4	-13	+3	+2	122	127	104
West North Central.....	+6	-14	-2	+2	140	150	113
South Atlantic.....	+7	-9	+2	+2	144	162	128
East South Central.....	+4	-12	-4	+2	153	167	132
West South Central.....	+4	-12	+1	-1	185	188	164
Mountain.....	+9	-13	+1	+3	154	179	126
Pacific.....	+12	-12	+3	+2	118	133	104
General-line grocery wholesalers.....	+1	+1	-2	+2	110	117	114
New England.....	-1	-8	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-9	-3	-12	+5	109	132	103
East North Central.....	-6	+4	-4	-4	103	108	112
West North Central.....	+11	+2	+2	-3	89	113	94
South Atlantic.....	0	+4	+4	+2	128	122	132
East South Central.....	0	0	+5	+3	151	141	144
West South Central.....	+18	-3	-1	+9	122	139	108
Mountain.....	+1	+4	+3	+1	196	204	197
Pacific.....	+1	+5	-8	+6	81	84	102
Specialty-line grocery wholesalers.....	-12	-10	-14	-1	70	61	62
New England.....	+19	-8	+17	+7	75	86	61
Middle Atlantic.....	-13	-4	-21	-12	51	44	54
East North Central.....	-16	-18	+11	+10	99	73	73
West North Central.....	-28	-19	-31	+4	152	150	119
South Atlantic.....	-14	-13	-15	-3	85	121	79
South Central.....	-9	-13	(x)	(x)	(x)	(x)	(x)
Pacific.....	+3	-16	-10	+15	53	74	40
Dairy, poultry products distributors.....	-2	-12	-7	+4	33	31	28
New England.....	-2	+1	-44	+9	30	19	28
Middle Atlantic.....	-1	-13	+1	+3	21	19	17
East North Central.....	-5	-17	-17	+7	25	25	20
West North Central.....	-20	-17	-11	-4	71	42	60
South Atlantic.....	-2	-4	-5	-21	34	36	41
South Central.....	-5	-4	+2	+21	59	43	47
Mountain.....	+7	-8	-3	+13	53	58	43
Pacific.....	+12	-16	-28	+8	39	60	31
Fresh fruit, vegetable wholesalers.....	+5	-9	+5	+12	26	24	21
New England.....	-7	-10	+22	+13	21	16	17
Middle Atlantic.....	+9	-15	+28	+20	16	14	11
East North Central.....	+16	-12	-1	+9	24	28	19
West North Central.....	-3	-4	+1	+6	32	36	29
South Atlantic.....	+6	-13	+30	+4	39	34	33
South Central.....	-11	-16	-32	+16	21	24	15
Pacific.....	+5	0	-1	+17	27	24	23
Drug wholesalers (general and specialty lines).....	+12	+1	+9	+3	143	146	142
New England.....	+7	-12	+1	+4	131	148	116
Middle Atlantic.....	+10	+1	0	+5	114	108	112
East North Central.....	+18	+11	+19	+3	115	117	127
West North Central.....	+5	-3	+3	+3	188	194	177
South Atlantic.....	+15	-8	+3	+3	168	189	159
East South Central.....	+12	-5	(x)	(x)	(x)	(x)	(x)
West South Central.....	+5	-1	-1	+3	186	189	173
Mountain.....	+8	+7	-3	+4	183	200	189
Pacific.....	+17	+4	+27	+2	138	127	139
Tobacco distributors.....	+3	-23	-5	+2	61	66	46
New England.....	+24	-26	-27	-26	28	40	31
Middle Atlantic.....	0	-26	-10	+5	73	73	49
East North Central.....	-2	-29	-2	-1	64	69	45
West North Central.....	+6	-23	0	+15	57	59	38
South Atlantic.....	-1	-18	-6	+3	76	82	60
East South Central.....	-6	-15	(x)	(x)	(x)	(x)	(x)
West South Central.....	+14	-10	-11	+12	59	80	47
Pacific.....	-3	-14	(x)	(x)	(x)	(x)	(x)
Dry goods, apparel wholesalers.....	+7	-1	-4	+2	180	225	164
New England.....	+34	+5	+5	+2	191	280	214
Middle Atlantic.....	+3	-1	-10	0	168	207	145
East North Central.....	+5	-29	+5	+7	162	187	110
West North Central.....	+21	+11	-12	-1	276	282	317
South Atlantic.....	+16	+16	+7	+9	162	231	157
West South Central.....	+13	+28	+10	+19	267	273	289
Pacific.....	+30	+4	+17	-2	239	271	235
Furniture, home furnishings wholesalers.....	+16	-11	+4	+3	164	215	132
New England.....	+27	-50	+15	+7	193	207	83
Middle Atlantic.....	+13	-10	+13	+2	140	205	104
East North Central.....	+16	-4	+1	0	145	170	143
West North Central.....	+20	-3	+2	0	201	207	172
South Atlantic.....	+5	-5	-5	+7	250	297	231
West South Central.....	+28	-12	(x)	(x)	(x)	(x)	(x)
Pacific.....	+25	+3	0	+6	170	264	155

See page 4 for footnotes.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS--Continued

JANUARY 1955

Kind of business and geographic division	Sales		Inventory, end-of-month (at cost)		Stock-sales ratios ¹ (percent)		
	Percent change, Jan. 1955 from--		Percent change, Jan. 1955 from--		Jan. 1955	Jan. 1954	Dec. 1954
	Jan. 1954	Dec. 1954	Jan. 1954	Dec. 1954			
Automotive equipment, tire-tube wholesalers.....	+14	-2	0	0	267	284	230
New England.....	-9	-28	+15	+1	256	221	227
Middle Atlantic.....	+17	-26	+2	-4	188	225	137
East North Central.....	+28	-11	-2	0	251	339	206
West North Central.....	-3	-13	-5	+4	320	358	265
South Atlantic.....	+15	+4	-3	+2	210	242	221
East South Central.....	+2	+9	+7	+5	293	228	293
West South Central.....	-9	+1	-7	0	365	232	378
Mountain.....	+45	-16	+12	-1	270	323	216
Pacific.....	+38	-15	+34	-1	217	339	154
Electrical equipment and supplies wholesalers ³	+13	-19	-4	0	150	168	119
New England.....	-5	-28	+3	+2	123	89	128
Middle Atlantic.....	+12	-18	-13	-4	138	158	116
East North Central.....	+4	-24	-7	-3	139	160	107
West North Central.....	+10	-21	+1	0	165	179	132
South Atlantic.....	+6	-19	0	+3	159	161	115
East South Central.....	+20	-17	-12	+21	155	210	107
West South Central.....	+42	-8	0	-2	202	256	192
Pacific.....	+25	-21	+4	+6	131	146	97
Electrical appliances and electronic parts distributors.....	+3	-15	+4	+6	142	161	121
New England.....	+21	+15	+13	+4	117	180	131
Middle Atlantic.....	+1	-19	-9	-4	128	147	114
East North Central.....	-8	-25	+16	+14	139	134	93
West North Central.....	+11	-24	+11	+9	171	194	127
South Atlantic.....	+20	-7	+1	-3	148	184	147
West South Central.....	+23	+35	+7	+19	132	200	151
Mountain.....	+13	0	+10	+1	171	171	169
Pacific.....	+22	0	-2	-3	146	178	136
Hardware wholesalers.....	+8	-12	-1	+7	300	315	246
Middle Atlantic.....	+12	+11	+9	+1	208	213	234
East North Central.....	+2	-20	+2	+14	308	313	225
West North Central.....	+3	-9	-2	+11	333	331	281
South Atlantic.....	+3	-19	-6	+3	378	381	280
East South Central.....	+11	-14	-3	+5	260	282	214
West South Central.....	+8	-6	-11	+4	253	325	230
Mountain.....	+41	-21	+8	+4	467	611	357
Pacific.....	+16	-13	0	+8	327	367	249
Plumbing, heating goods wholesalers.....	+13	-7	+3	+3	207	252	185
New England.....	+25	-3	-19	0	301	344	296
Middle Atlantic.....	+13	-3	+7	+2	208	241	187
East North Central.....	+6	-11	+1	+1	196	200	174
West North Central.....	+4	-18	-1	+3	291	294	222
South Atlantic.....	+27	-9	+10	+14	164	238	131
East South Central.....	+6	-11	+6	+2	246	217	213
West South Central.....	+15	+4	+8	+3	187	233	193
Pacific.....	+16	0	+2	-3	259	469	274
Lumber, construction materials dealers.....	+31	-7	+12	+2	102	128	93
New England.....	+46	-7	+11	+14	89	111	77
Middle Atlantic.....	+31	-15	+17	+3	126	180	106
East North Central.....	+25	0	+6	+7	93	121	85
West North Central.....	+13	-13	+28	+5	66	67	55
South Atlantic.....	+24	+17	+18	0	103	107	123
East South Central.....	+45	-6	-11	-8	91	120	97
West South Central.....	+33	+13	+18	+1	145	174	169
Mountain.....	+40	-14	(x)	(x)	(x)	(x)	(x)
Pacific.....	+43	-9	+9	-1	89	94	85
Industrial machinery, equipment, supplies distributors.....	+3	-6	-2	-3	180	183	194
New England.....	+14	+7	-6	-8	84	91	105
Middle Atlantic.....	+3	-12	-21	-4	136	129	151
East North Central.....	-9	-5	-6	+1	185	155	187
West North Central.....	+4	+8	+1	+2	111	143	117
South Atlantic.....	+37	-2	-14	-1	157	239	157
East South Central.....	+5	+13	+7	+15	215	188	199
West South Central.....	+1	-12	-1	-11	232	247	222
Pacific.....	-8	-5	+21	+5	358	255	337

x Insufficient data to show separately.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.² Not affiliated with voluntary groups or cooperative groups.³ Includes general-line electrical goods, wiring supplies, construction materials, and apparatus wholesalers.⁴ Totals include data for some kinds of business not shown separately.

Nota: Firms reporting in this survey are part of a probability sample representing merchant wholesalers in all kinds of business. Each firm selected in the sample has an assigned weight which reflects its probability of selection (or, in other terms, the number of firms in the trade which it represents in the sample). Large firms are selected with certainty, thus having a weight of one (1). Other firms are sampled at varying rates, depending upon size, with smaller firms having a lower probability of selection and thus a larger weight.

Sales and inventory figures reported for any firm are multiplied by this weight and the results summarized to obtain percentage changes and stock-sales ratios.

Data on reported dollar values, previously shown as a measure of coverage, are now omitted since the trend data are based on weighted values. The number of establishments in the sample, from which reports were received in time for tabulation, are shown as an indication of coverage. The number of establishments reporting by geographic division, usually shown in table 2, are not available for January 1955 but will be included in future reports.

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Ref

MONTHLY WHOLESALE TRADE REPORT

U. S. DEPARTMENT OF COMMERCE
Sinclair Weeks, Secretary

BUREAU OF THE CENSUS
Robert W. Burgess, Director

FEBRUARY 1955

FOR RELEASE
APRIL 8, 1955

SALES AND INVENTORIES

Data shown in this report are based on reports submitted by a reporting panel of over 11,000 merchant wholesalers representing firms in all parts of the country and various kinds of business. (See note on page 4.) The reporting panel is part of a probability sample recently developed by the Bureau of the Census in order to provide national dollar volume estimates of sales and inventories of merchant wholesalers by kind of business.

Sales

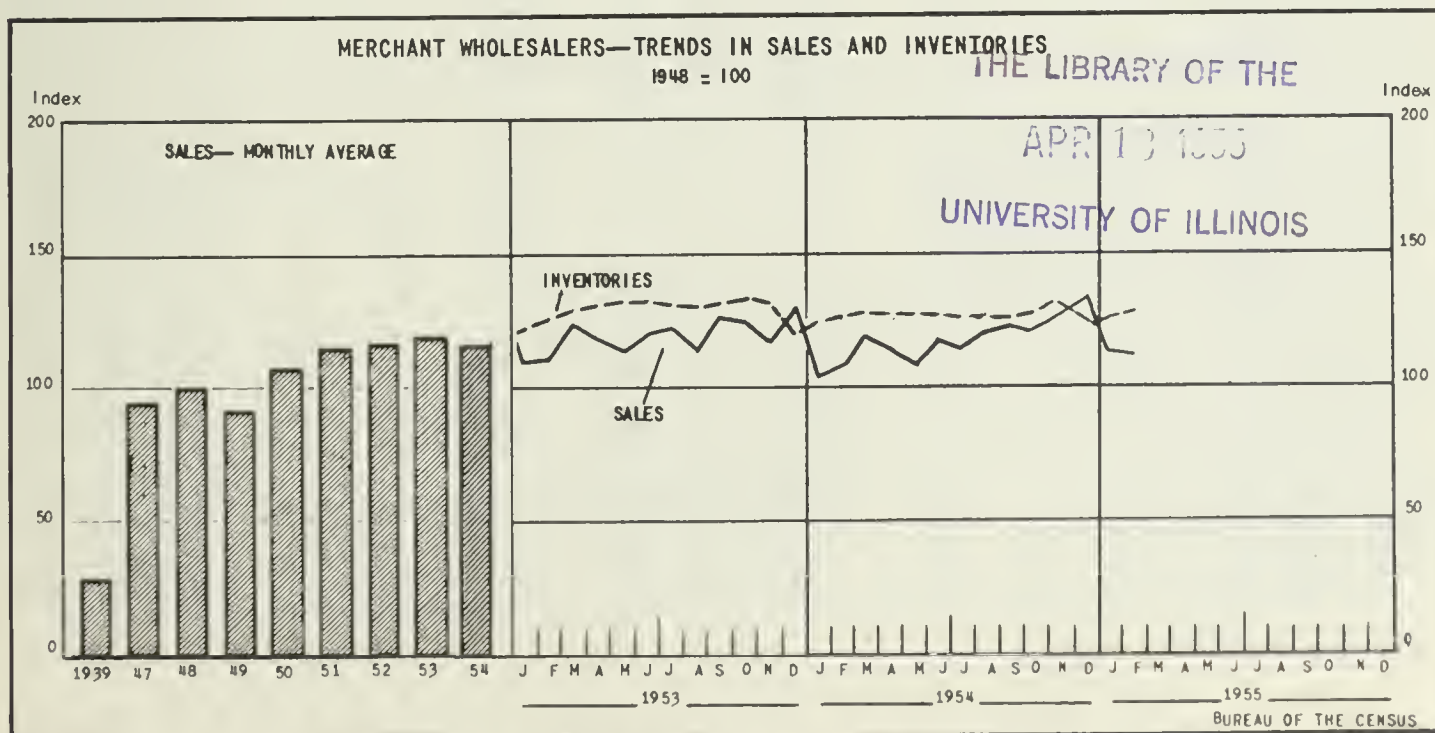
February 1955 sales of merchant wholesalers were off 1 percent from the previous month, but were up 5 percent over sales a year ago. For the first two months of 1955, sales were 6 percent higher than during the comparable period of 1954.

By geographic division, changes in sales from the previous month were moderate, ranging from a decline of 4 percent in the South Atlantic Division to a gain of 3 percent in the Mountain Division. Compared with a year ago, only one division--the West South Central (-1%)--reported a decline. All other divisions experienced increased sales, the principal year-ago gain (12%), being noted in the Pacific Division.

Most trades showed little change in sales from January 1955. Significant increases were indicated by amusement and sporting goods (19%), home furnishings and floor coverings (13%), and wines and distilled spirits (11%). Compared with February 1954, most trades reported sales increases. Iron and steel scrap, up 59 percent, and coal, up 33 percent, noted the largest year-ago gains.

Inventories

Inventories (valued at cost) of wholesalers at the end of February showed no change from January 31 stocks and were also at the same level as inventories on hand February 28, 1954. By trade, the only substantial changes from previous month inventories were decreases of 21 and 22 percent, respectively, for coal and for industrial chemicals wholesalers, and an increase of 10 percent for lumber and millwork wholesalers. Compared with stocks on hand a year ago, notable changes were increases reported by iron and steel scrap dealers (17%), and farm supplies wholesalers (14%); and declines shown by furniture wholesalers (14%), book and periodical wholesalers (13%), and coal wholesalers (13%). Based on reports of establishments submitting inventory figures in conjunction with sales data, the February stock-sales ratio of 133 percent was the same as the previous month but 10 points lower than the ratio for February 1954.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

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Table 1.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS

FEBRUARY 1955

Kind of business	Sales				Inventory, end-of-month (at cost)			Stock-sales ratios ¹ (percent)		
	Percent change, Feb. 1955 from--		2 mo. 1955 from 2 mo. 1954	Number of establish- ments re- porting Feb. 1955	Percent change, Feb. 1955 from--		Number of establish- ments re- porting Feb. 1955	Feb. 1955	Feb. 1954	Jan. 1955
	Feb. 1954	Jan. 1955			Feb. 1954	Jan. 1955				
Merchant wholesalers.....	+5	-1	+6	11,156	0	0	8,252	133	144	133
Grocery, confectionery, meat wholesalers.....	-2	-6	-3	1,331	-4	-2	1,022	83	94	80
General-line grocery wholesalers.....	+4	-6	+3	757	-3	-1	610	115	120	110
Nonaffiliated ²	+1	-9	+1	565	0	-1	465	127	125	116
Voluntary groups.....	+5	-2	+1	177	-11	0	135	94	114	96
Retailer-cooperative.....	+12	+2	+12	15	+5	-1	10	114	115	120
Specialty-line grocery wholesalers.....	-11	-8	-11	318	-5	-5	232	79	89	75
Confectionery wholesalers.....	+4	+1	+1	98	+4	+3	58	72	81	72
Meat, meat products wholesalers.....	0	-3	0	158	+1	-5	122	21	23	22
Edible farm products distributors.....	+3	-2	+2	965	-2	-1	663	30	32	29
Dairy, poultry products distributors.....	0	-2	-1	636	-5	-1	416	30	32	30
Fresh fruit, vegetable wholesalers.....	+11	-4	+8	329	+6	0	247	29	34	28
Beer, wine, distilled spirits wholesalers.....	+2	+8	+1	485	+3	-3	433	117	117	130
Beer distributors.....	-3	+2	-2	109	0	-1	94	75	71	76
Wine, distilled spirits wholesalers.....	+5	+11	+3	376	+4	-4	339	144	155	167
Drugs, chemicals, allied products wholesalers.....	+9	-3	+10	664	+2	-4	472	124	160	124
Drug wholesalers (general and specialty lines).....	+7	-8	+10	309	+2	+2	249	161	165	146
Industrial chemicals, explosives wholesalers.....	+18	+4	+12	200	+3	-22	122	60	129	77
Paint, varnish wholesalers.....	+1	-5	+5	155	+2	+1	101	233	223	230
Tobacco distributors.....	-1	-2	+1	250	+3	-1	156	66	61	67
Dry goods, apparel wholesalers.....	0	+2	+4	442	+2	+1	225	197	219	196
Clothing, furnishings, footwear wholesalers.....	+2	+8	+8	106	+1	+4	51	175	209	176
Dry goods wholesalers (general and specialty lines).....	0	+1	-1	198	+7	+1	101	222	219	224
Piece goods converters.....	-2	-4	+7	138	-4	-2	73	188	229	180
Furniture, home furnishings wholesalers.....	+9	+9	+12	256	+2	+4	176	189	181	208
Furniture wholesalers.....	+1	-1	+9	96	-14	+4	63	178	186	186
Home furnishings, floor coverings wholesalers.....	+11	+13	+13	160	+10	+4	113	195	179	219
Paper, allied products wholesalers.....	+1	+1	+3	485	-1	-1	359	118	122	122
Paper wholesalers.....	0	+1	+3	312	0	0	255	113	112	117
Stationery, wallpaper wholesalers.....	+9	-5	+7	173	-4	-4	104	192	247	187
Inedible farm products merchants.....	+15	-9	+10	243	+8	-6	180	141	152	142
Automotive wholesalers.....	+7	+3	+11	600	-4	+1	417	184	205	188
Motor-vehicle distributors.....	+10	+2	+13	59	-9	+4	54	101	112	101
Automotive equipment, tire-tube wholesalers.....	+6	+4	+9	541	-3	+1	363	244	289	252
Electrical, electronic, appliance goods distributors..	+5	+2	+8	915	-1	+5	828	147	152	143
Electrical equipment, supplies wholesalers ³	+2	+1	+7	576	+1	+7	557	151	150	144
Electrical appliances, TV and radio sets and parts, and electronic parts, equipment distributors.....	+10	+3	+8	339	-3	+3	271	142	156	142
Hardware, plumbing, heating goods wholesalers.....	+6	0	+8	559	+1	+3	426	270	292	263
Hardware wholesalers.....	0	+1	+4	224	0	+4	180	300	322	304
Plumbing, heating goods distributors.....	+13	0	+13	335	+2	+2	246	229	249	214
Lumber, construction materials distributors.....	+12	-3	+20	517	+9	+8	365	140	166	123
Lumber, millwork wholesalers.....	+16	-3	+23	296	+11	+10	225	143	184	123
Construction materials distributors.....	+5	-3	+12	221	+2	+2	140	128	132	122
Machinery, equipment, supplies distributors.....	+4	+4	+5	1,737	0	+2	1,403	207	218	213
Air conditioning, commercial refrigeration equip- ment distributors.....	-5	+6	-4	105	-4	+1	69	162	140	183
Commercial machines, equipment distributors.....	+2	+4	+6	120	-11	+1	91	166	167	170
Industrial machinery, equipment, supplies houses....	+4	+5	+4	731	+1	+1	645	206	221	213
Professional equipment, supplies houses ⁴	+4	+2	+3	375	+1	+2	268	222	212	213
Surgical, medical, hospital supply houses.....	+7	+2	+5	68	-8	+4	34	155	148	152
Service establishment equipment, supplies houses....	+3	-4	+7	153	-12	-3	120	196	219	185
Other machinery, equipment distributors.....	+8	+7	+10	253	+3	+4	210	233	245	246
Metals, metalwork (except scrap) distributors.....	+13	+1	+14	395	-8	0	305	177	234	177
Iron, steel and products distributors.....	+12	0	+12	305	-8	+1	243	219	308	212
Nonferrous metals distributors.....	+14	+1	+16	90	-6	-7	62	77	99	86
Iron-steel scrap, waste materials dealers.....	+37	+3	+41	288	+5	-2	190	79	80	80
Iron-steel scrap dealers.....	+59	+4	+61	158	+15	-2	111	82	84	82
Waste materials dealers.....	+15	+2	+21	130	-6	0	79	75	74	76
Other merchant wholesalers ⁴	+8	+3	+8	1,024	0	-4	632	122	122	138
Amusement, sporting goods wholesalers.....	+16	+19	+6	146	+6	+2	106	194	201	222
Book, periodical, newspaper wholesalers.....	-4	-6	+9	109	-13	-2	39	73	73	67
Cosmetics wholesalers.....	+33	+2	+19	239	-13	-21	114	41	53	54
Farm supplies wholesalers.....	-8	+7	-4	214	+14	-8	165	111	85	135
Jewelry wholesalers.....	-5	+5	+2	137	-5	+1	71	268	249	316

See page 4 for footnotes.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS

FEBRUARY 1955

Kind of business and geographic division	Sales				Inventory, end-of-month (at cost)			Stock-sales ratios ¹ (percent)		
	Percent change Feb. 1955 from--		2 mo. 1955 from 2 mo. 1954	Number of establish- ments re- porting Feb. 1955	Percent change Feb. 1955 from--		Number of establish- ments re- porting Feb. 1955	Feb. 1955	Feb. 1954	Jan. 1955
	Feb. 1954	Jan. 1955			Feb. 1954	Jan. 1955				
Merchant wholesalers, total ⁴	+5	-1	+6	11,156	0	0	8,252	133	144	133
New England.....	+4	+1	+7	553	0	+3	345	156	163	153
Middle Atlantic.....	+2	-1	+4	2,559	-4	+1	1,573	112	126	112
East North Central.....	+5	+1	+5	2,256	0	0	1,722	132	139	135
West North Central.....	+3	-2	+5	1,067	+6	+1	859	153	153	150
South Atlantic.....	+15	-1	+12	1,174	+5	-1	877	136	161	134
East South Central.....	+3	-1	+3	468	+1	0	375	151	155	152
West South Central.....	-1	-2	+1	1,233	+4	+2	1,094	168	159	161
Mountain.....	+9	+3	+9	385	+5	+5	330	194	193	191
Pacific.....	+12	-1	+12	1,461	+1	-5	1,073	114	134	121
General-line grocery wholesalers.....	+4	-6	+3	757	-3	-1	610	115	120	110
Middle Atlantic.....	0	-4	-5	89	-11	-1	79	120	134	122
East North Central.....	+7	-2	+1	84	-3	-1	63	118	140	115
West North Central.....	+2	-8	+7	141	-5	+1	130	108	113	104
South Atlantic.....	-2	-6	-1	49	-16	-1	26	120	118	114
East South Central.....	+10	-4	+3	32	+21	+4	30	132	115	120
West South Central.....	+3	-5	+9	118	+5	+3	103	138	133	128
Mountain.....	-2	-11	+1	44	-8	+7	34	184	196	154
Pacific.....	+7	-8	+5	188	-3	-11	140	82	87	82
Specialty-line grocery wholesalers.....	-11	-8	-11	318	-5	-5	232	79	89	75
New England.....	-1	-19	+8	18	+22	-4	11	105	79	88
Middle Atlantic.....	-21	-15	-17	137	-24	-8	95	61	68	61
East North Central.....	+1	+9	-8	40	+3	-8	31	94	85	114
South Atlantic.....	+11	+5	+6	30	-9	+7	18	139	176	84
South Central.....	-10	+1	-7	37	+15	-2	31	78	106	83
Pacific.....	-6	-2	-2	43	+41	-12	35	56	37	62
Dairy, poultry products distributors.....	0	-2	-1	636	-5	-1	416	30	32	30
Middle Atlantic.....	-6	0	-4	128	-22	+5	66	25	29	24
East North Central.....	-3	-4	-4	133	-1	+5	83	32	35	30
West North Central.....	+12	+8	-2	30	+12	+3	23	86	77	87
South Atlantic.....	+10	+1	+3	105	-38	-4	79	22	40	22
West South Central.....	+3	-4	-2	57	+10	-4	31	32	29	32
Pacific.....	-3	-5	+4	130	+13	-7	97	29	19	30
Fresh fruit, vegetable wholesalers.....	+11	-4	+8	329	+6	0	247	29	34	28
New England.....	-2	+12	-5	22	+8	-5	16	13	13	15
Middle Atlantic.....	+20	-4	+15	45	-8	+2	28	25	28	24
East North Central.....	+10	+2	+12	54	+5	-3	39	24	25	25
West North Central.....	+13	-7	0	47	+20	+5	42	37	34	32
South Atlantic.....	+7	-8	+6	35	+31	+6	20	39	37	34
West South Central.....	+12	0	+8	27	+19	+10	20	34	36	32
Mountain.....	+19	+5	+11	28	-2	+6	24	35	46	32
Pacific.....	+7	-11	+6	68	-1	-6	58	37	62	34
Drug wholesalers (general and specialty lines).....	+7	-8	+10	309	+2	+2	249	161	165	146
New England.....	+10	-2	+9	18	+2	+6	12	153	167	140
Middle Atlantic.....	+13	-9	+11	78	-1	+1	46	163	180	151
East North Central.....	+5	-11	+11	57	+18	+6	51	149	133	126
West North Central.....	+7	-12	+6	25	+4	+2	22	140	143	121
South Atlantic.....	0	-7	+6	44	-8	+1	37	151	159	141
East South Central.....	+4	+7	+8	12	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	+9	-4	+7	31	+1	+1	28	216	236	204
Mountain.....	+19	-3	+13	13	+6	+9	13	219	231	195
Pacific.....	+4	-11	+12	31	-6	-1	29	148	166	134
Tobacco distributors.....	-1	-2	+1	250	+3	-1	156	66	61	67
New England.....	-7	0	+9	23	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-5	0	-3	49	-3	+1	24	65	64	66
East North Central.....	+3	-3	+1	50	+10	-1	30	75	56	78
West North Central.....	-1	-4	+1	24	-4	+4	16	60	59	55
South Atlantic.....	-3	-1	-2	30	-4	-1	22	76	85	76
East South Central.....	+9	-4	+4	11	(x)	(x)	(x)	(x)	(x)	(x)
Dry goods, apparel wholesalers.....	0	+2	+4	442	+2	+1	225	197	219	196
New England.....	+8	-7	+18	27	+5	+1	12	249	257	216
Middle Atlantic.....	-1	+2	+1	278	-2	+1	125	176	216	181
East North Central.....	-6	-1	-2	52	-6	+5	33	260	249	219
West North Central.....	-13	+17	+4	18	+4	0	15	237	212	280
South Atlantic.....	+7	-2	+11	19	+14	+4	14	208	194	192
West South Central.....	+11	+27	+12	12	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+15	+3	+22	30	+9	-9	14	125	199	154
Furniture, home furnishings wholesalers.....	+9	+9	+12	256	+2	+4	176	189	181	208
Middle Atlantic.....	+1	+7	+5	92	-7	+4	49	184	145	206
East North Central.....	+9	+9	+13	54	+6	+2	41	174	226	180
West North Central.....	+7	+6	+15	21	+8	+8	19	258	272	259
South Atlantic.....	+11	-5	+8	33	+28	+6	20	341	242	316
West South Central.....	+26	+41	+27	21	0	+3	21	174	226	239
Pacific.....	+68	+24	+44	17	+4	+1	12	149	186	163

See page 4 for footnotes.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS--Continued

FEBRUARY 1955

Kind of business and geographic division	Sales				Inventory, end-of-month (at cost)			Stock-sales ratios ¹ (percent)		
	Percent change Feb. 1955 from--		2 mo. 1955 from 2 mo. 1954	Number of establish- ments re- porting Feb. 1955	Percent change Feb. 1955 from--		Number of establish- ments re- porting Feb. 1955	Feb. 1955	Feb. 1954	Jan. 1955
	Feb. 1954	Jan. 1955			Feb. 1954	Jan. 1955				
Automotive equipment, tire-tube wholesalers.....	+6	+4	+9	541	-3	+1	363	244	289	252
Middle Atlantic.....	-9	+3	+1	74	-21	+3	41	240	425	233
East North Central.....	+12	+7	+19	90	-1	+2	66	197	198	198
West North Central.....	0	+7	-2	75	-2	0	23	274	306	309
South Atlantic.....	+16	+8	+15	67	+12	+2	50	245	267	273
East South Central.....	+13	+11	+8	72	+4	+2	71	303	272	319
West South Central.....	+4	-11	-4	31	-12	-4	29	219	279	206
Mountain.....	+5	+1	+25	40	0	-1	35	297	338	299
Pacific.....	+15	-1	+21	78	-4	+1	44	236	294	228
Electrical equipment, supplies wholesalers ³	+2	+1	+7	576	+1	+7	557	151	150	144
New England.....	-2	-12	-12	35	+10	+2	32	142	129	123
Middle Atlantic.....	-4	-7	+3	76	-4	+5	69	118	134	106
East North Central.....	-4	+6	-1	160	-2	+5	156	180	160	185
West North Central.....	+7	+10	+9	60	+6	+13	57	182	168	168
South Atlantic.....	+9	+5	+7	80	-2	+17	79	169	181	152
East South Central.....	+28	+13	+24	32	+1	+13	32	137	173	137
West South Central.....	+15	+4	+27	59	+16	+8	58	144	137	142
Mountain.....	-12	-9	-1	21	-18	+17	21	151	162	117
Pacific.....	+19	+4	+23	53	+5	0	53	145	162	151
Electrical appliances, electronic parts distributors..	+10	+3	+8	339	-3	+3	271	142	156	142
New England.....	-16	-4	-10	28	-11	+3	22	140	148	122
Middle Atlantic.....	+3	-2	+2	69	+5	+3	45	186	149	179
East North Central.....	+17	-1	+6	70	-5	+4	64	118	139	112
West North Central.....	+18	+9	+15	32	-4	+5	28	133	168	145
South Atlantic.....	+16	+4	+18	57	-6	+2	41	170	177	176
East South Central.....	+39	+23	+30	11	+4	+8	11	109	165	124
West South Central.....	+14	+8	+15	24	-9	+12	24	159	181	154
Pacific.....	+15	+9	+18	41	-6	-10	30	121	146	146
Hardware wholesalers.....	0	+1	+4	224	0	+4	180	300	322	304
Middle Atlantic ⁵	+6	-1	+9	28	-2	+3	21	279	296	270
East North Central.....	-7	+4	-3	43	-4	+4	36	303	291	300
West North Central.....	-4	+10	0	16	+3	+7	16	313	292	321
South Atlantic.....	-4	-3	0	25	0	+3	20	383	375	361
East South Central.....	+4	-4	+7	24	+8	+4	20	263	247	238
West South Central.....	+3	+2	+6	33	-1	+5	31	285	363	276
Pacific.....	+11	-2	+13	25	+4	+5	15	239	371	310
Plumbing, heating goods wholesalers.....	+13	0	+13	335	+2	+2	246	229	249	214
New England.....	+4	+3	+11	16	+10	-1	10	276	271	264
Middle Atlantic.....	+1	-11	+7	90	-2	+4	53	320	355	260
East North Central.....	+9	-7	+7	57	-12	+4	43	253	288	213
West North Central.....	+1	-8	+2	31	+18	+7	29	244	207	204
South Atlantic.....	+18	+7	+22	52	+4	+4	45	220	258	237
West South Central.....	+25	+12	+22	39	0	+1	37	241	289	223
Pacific.....	+20	+9	+19	27	+15	-6	10	122	142	134
Lumber, construction materials dealers.....	+12	-3	+20	517	+9	+8	365	140	166	123
New England.....	+28	-8	+40	17	-11	+5	16	210	282	188
Middle Atlantic.....	+3	-4	+15	98	-1	+15	70	107	209	89
East North Central.....	+14	-1	+19	128	-6	+3	67	133	147	127
West North Central.....	+11	-2	+12	55	+12	+31	41	207	179	137
South Atlantic.....	+19	-4	+21	49	+20	+8	40	112	126	104
East South Central.....	+23	+5	+37	23	+1	0	21	127	158	135
Pacific.....	+27	-2	+32	98	+25	-3	68	156	163	159
Industrial machinery, equipment, supplies distributors	+4	+5	+4	731	+1	+1	645	206	221	213
Middle Atlantic.....	+19	+9	+11	51	+4	+3	33	226	319	239
East North Central.....	+16	+6	+5	93	0	+1	77	221	282	228
West North Central.....	-12	-2	-4	40	+5	+1	38	222	207	213
South Atlantic.....	-8	+6	+8	38	-12	0	33	153	173	163
East South Central.....	-3	-13	-1	32	+1	-1	20	211	213	195
West South Central.....	-2	+1	0	344	+8	+2	332	197	179	192
Mountain.....	-22	+40	+7	44	+9	+6	40	244	206	348
Pacific.....	+8	+7	+5	80	-9	-3	67	154	185	177

x Insufficient data to show separately.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.² Not affiliated with voluntary groups or cooperative groups.³ Includes general-line electrical goods, wiring supplies, construction materials, and apparatus wholesalers.⁴ Totals include data for some kinds of business not shown separately.⁵ Percent change in sales for Jan. 1955 from Dec. 1954 shown for this region in the Jan. 1955 report should be changed from +11 to -18.

Note: Firms reporting in this survey are part of a probability sample representing merchant wholesalers in all kinds of business. Each firm selected in the sample has an assigned weight which reflects its probability of selection (or, in other terms, the number of firms in the trade which it represents in the sample). Large firms are selected with certainty, thus having a weight of one (1). Other firms are sampled at varying rates, depending upon size, with smaller firms having a lower probability of selection and thus a larger weight. Sales and inventory figures reported for any firm are multiplied by this weight and the results summarized to obtain percentage changes and stock-sales ratios.

Data on reported dollar values, previously shown as a measure of coverage, are now omitted since the trend data are based on weighted values. The number of establishments in the sample, from which reports were received in time for tabulation, are shown as an indication of coverage.

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MONTHLYWHOLESALE TRADE
REPORTU. S. DEPARTMENT OF COMMERCE
Sinclair Weeks, SecretaryBUREAU OF THE CENSUS
Robert W. Burgess, Director

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MARCH 1955

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SALES AND INVENTORIES

UNIVERSITY OF ILLINOIS

Data shown in this report are based on reports submitted by a reporting panel of over 10,000 merchant wholesalers representing firms in all parts of the country and various kinds of business (see note on page 4). The reporting panel is part of a probability sample recently developed by the Bureau of the Census to provide national dollar volume estimates of sales and inventories of merchant wholesalers by kind of business.

Sales

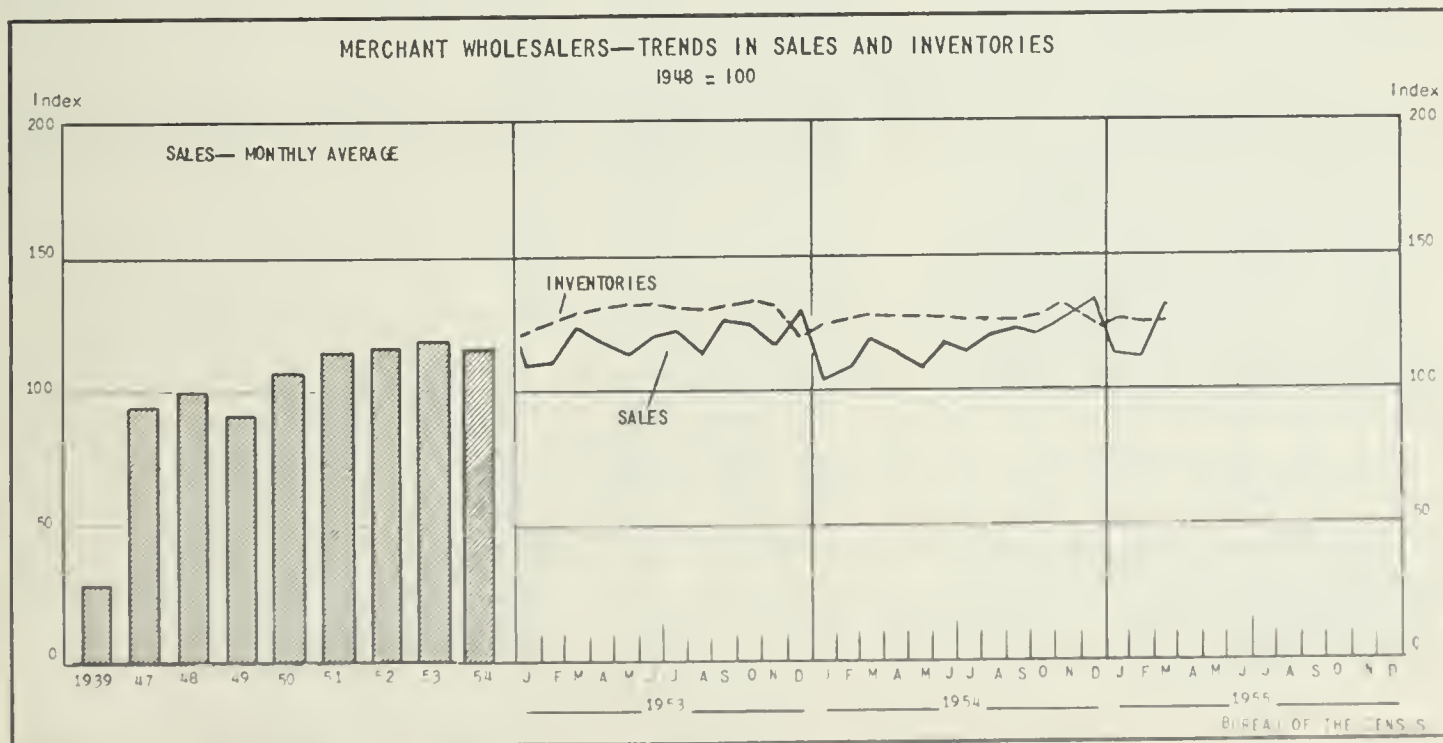
March 1955 sales of merchant wholesalers were up 17 percent over February and were 8 percent higher than in March a year ago. For the first quarter of 1955, sales were 7 percent higher than during the comparable three-month period of 1954.

All geographic divisions showed increased sales over the previous month as well as over a year ago. Gains over the previous month were substantial, ranging from 10 percent in the Mountain Division to 19 percent in the West North Central Division. Increases over a year ago were more moderate, the smallest (2%) occurring in the East South Central Division, the largest (13%) in the South Atlantic Division.

Almost all trades reported higher sales in March 1955 than in February 1955 and March 1954. Coal, which was down 11 percent, indicated the only decrease from February, while three trades--grocery specialty lines (16%); clothing, furnishings, and footwear (3%); and industrial chemicals (1%)--were down from a year ago. Principal increases over February were shown in air conditioning and commercial refrigeration (48%); industrial chemicals (32%); paints and varnishes (32%); clothing, furnishings, and footwear (29%); and farm supplies (29%). Compared with a year ago, substantial increases were reported in iron and steel scrap (101%), nonferrous metals (31%), waste materials (29%), and motor vehicles (26%). First quarter sales in 1955 were well ahead of 1954 in all but three trades--grocery specialty lines (-13%), dairy-poultry products (-1%), and beer, which was at about the same level as in first quarter 1954.

Inventories

Inventories (valued at cost) of wholesalers at the end of March were at the same level as on February 28, but were 1 percent below inventories on hand March 31, 1954. Three trades, however, showed marked declines in inventories from the previous month--coal, down 20 percent; inedible farm products, off 16 percent; and farm supplies, down 15 percent. The largest increase (10%) was reported for beer. Compared with stocks on hand a year ago, the sharpest increase was noted in iron and steel scrap (34%); the heaviest decline (22%), in coal. Based on reports of establishments submitting inventory figures in conjunction with sales data, the March stock-sales ratio of 115 percent was 20 points below the previous month and 9 points lower than the ratio for March 1954.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

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Table 1.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS

MARCH 1955

Kind of business	Sales				Inventory, end-of-month (at cost)			Stock-sales ratios ¹ (percent)		
	Percent change, Mar. 1955 from--		3 mo. 1955 from 3 mo. 1954	Number of establish- ments re- porting Mar. 1955	Percent change, Mar. 1955 from--		Number of establish- ments re- porting Mar. 1955	Mar. 1955	Mar. 1954	Feb. 1955
	Mar. 1954	Feb. 1955			Mar. 1954	Feb. 1955				
Merchant wholesalers.....	+8	+17	+7	10,693	-1	0	7,979	115	124	135
Grocery, confectionery, meat wholesalers.....	-3	+13	-3	1,192	-6	-1	901	87	89	100
General-line grocery wholesalers.....	+5	+14	+3	666	-2	0	547	108	114	122
Nonaffiliated ²	+5	+14	+3	475	-4	0	390	127	139	144
Voluntary groups.....	+3	+8	+2	173	0	-2	145	103	108	112
Retailer-cooperative.....	+7	+20	+9	18	+4	+3	12	72	67	85
Specialty-line grocery wholesalers.....	-16	+10	-13	288	-14	-3	199	85	86	99
Confectionery wholesalers.....	+9	+17	+4	86	+6	-3	43	81	89	95
Meat, meat products wholesalers.....	+4	+15	+2	152	-6	-1	112	23	25	27
Edible farm products distributors.....	+2	+19	+2	980	-3	+4	656	29	31	34
Dairy, poultry products distributors.....	0	+17	-1	672	-1	+6	426	32	31	35
Fresh fruit, vegetable wholesalers.....	+8	+25	+8	308	-7	+1	230	25	30	32
Beer, wine, distilled spirits wholesalers.....	+5	+21	+3	377	+5	+5	338	107	109	120
Beer distributors.....	+1	+20	0	111	-2	+10	99	57	59	63
Wine, distilled spirits wholesalers.....	+9	+22	+5	266	+8	+4	239	139	154	157
Drugs, chemicals, allied products wholesalers.....	+3	+15	+7	711	0	+1	494	127	134	144
Drug wholesalers (general and specialty lines).....	+4	+5	+8	313	(³)	(³)	(³)	(³)	(³)	(³)
Industrial chemicals, explosives wholesalers.....	-1	+32	+5	255	-5	+5	196	76	87	96
Paint, varnish wholesalers.....	+13	+32	+9	143	+1	-1	70	169	186	223
Tobacco distributors.....	+7	+15	+3	240	0	-2	158	53	57	64
Dry goods, apparel wholesalers.....	+3	+18	+3	421	-1	-1	238	174	179	207
Clothing, furnishings, footwear wholesalers.....	-3	+29	+3	94	0	-3	48	199	164	255
Dry goods wholesalers (general and specialty lines).....	+3	+18	+1	180	-7	-1	100	150	183	181
Piece goods converters.....	+9	+9	+8	147	+5	0	90	185	192	201
Furniture, home furnishings wholesalers.....	+18	+19	+14	262	+1	0	187	164	163	191
Furniture wholesalers.....	+17	+22	+12	100	-6	-1	62	145	167	179
Home furnishings, floor coverings wholesalers.....	+18	+17	+15	162	+4	+1	125	171	161	196
Paper, allied products wholesalers.....	+14	+16	+7	457	+2	-1	336	110	118	131
Paper wholesalers.....	+14	+17	+7	297	+1	-1	254	105	114	126
Stationery, wallpaper wholesalers.....	+10	+9	+8	160	+5	+1	82	167	162	183
Inedible farm products merchants.....	+2	+12	+7	239	+7	-16	171	120	100	155
Automotive wholesalers.....	+16	+9	+13	556	-2	+1	414	151	184	165
Motor-vehicle distributors.....	+26	+13	+19	68	-8	+3	60	75	107	84
Automotive equipment, tire-tube wholesalers.....	+10	+7	+9	488	0	+1	354	211	248	225
Electrical, electronic, appliance goods distributors.....	+5	+9	+6	876	-3	+7	797	147	158	150
Electrical equipment, supplies wholesalers ⁴	+2	+10	+5	561	-2	+6	540	153	158	157
Electrical appliances, TV and radio sets and parts, and electronic parts, equipment distributors.....	+7	+9	+8	315	-4	+7	257	141	159	143
Hardware, plumbing, heating goods wholesalers.....	+11	+19	+9	422	+6	+2	329	221	239	261
Hardware wholesalers.....	+8	+23	+5	183	+2	+3	157	251	267	298
Plumbing, heating goods distributors.....	+15	+15	+14	239	+16	+1	172	173	190	203
Lumber, construction materials distributors.....	+15	+25	+17	517	+11	+2	367	103	110	127
Lumber, millwork wholesalers.....	+17	+25	+20	310	+10	+3	234	109	128	133
Construction materials distributors.....	+9	+26	+11	207	+16	+2	133	92	80	114
Machinery, equipment, supplies distributors.....	+9	+22	+7	1,886	-3	0	1,566	159	179	197
Air conditioning, commercial refrigeration equip- ment distributors.....	+25	+48	+10	110	-3	+9	83	112	140	157
Commercial machines, equipment, distributors.....	+4	+7	+5	150	-4	-3	95	146	173	175
Industrial machinery, equipment, supplies houses.....	+8	+19	+5	829	-4	0	764	148	165	180
Professional equipment, supplies houses ⁵	+3	+11	+3	384	+7	0	295	213	198	232
Surgical, medical, hospital supply houses.....	+4	+7	+5	62	+9	-1	31	160	148	170
Service establishment equipment, supplies houses.....	+13	+18	+10	163	+5	+2	128	155	169	179
Other machinery, equipment distributors.....	+9	+33	+9	250	-6	-2	201	186	214	242
Metals, metalwork (except scrap) distributors.....	+24	+21	+19	297	-11	+1	217	123	205	171
Iron, steel and products distributors.....	+22	+23	+18	202	-12	+1	148	140	250	207
Nonferrous metals distributors.....	+31	+12	+22	95	-5	+1	69	67	91	73
Iron-steel scrap, waste materials dealers.....	+65	+24	+51	267	+17	+1	181	49	68	62
Iron-steel scrap dealers.....	+101	+28	+77	145	+34	+5	98	41	59	54
Waste materials dealers.....	+29	+17	+24	122	+3	-3	83	61	76	73
Other merchant wholesalers ⁶	+16	+14	+12	993	-1	-6	629	91	103	111
Amusement, sporting goods wholesalers.....	+15	+21	+11	142	+8	+5	103	161	175	189
Book, periodical, newspaper wholesalers.....	+3	+4	+6	112	-5	0	45	117	106	115
Coal wholesalers.....	+1	-11	+12	225	-22	-20	113	36	52	39
Farm supplies wholesalers.....	+18	+29	+7	199	+16	-15	159	69	63	106
Jewelry wholesalers.....	+21	+6	+9	120	+6	+3	65	342	356	356

See page 4 for footnotes.

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APPENDIX TO THE MONTHLY WHOLESALE TRADE REPORT: MARCH 1955

DRUG WHOLESALERS SALES AND INVENTORIES, BY GEOGRAPHIC DIVISION, MARCH 1955

THE LIBRARY OF THE JUN 13 1955 Kind of business and geographic division UNIVERSITY OF ILLINOIS	Sales			Inventory, end-of-month (at cost)			Stock-sales ratios (percent)		
	Percent change, Mar. 1955 from--	3 mo. from Mar. 1954	Number of establish- ments re- porting Mar. 1955	Percent change, Mar. 1955 from--	3 mo. from Mar. 1954	Number of establish- ments re- porting Mar. 1955	Mar. 1955	Mar. 1954	Feb. 1955
	Mar. 1954	Feb. 1955		Mar. 1954	Feb. 1955				
Drug wholesalers (general and specialty lines).....	+6	+7	+8	+2	0	228	148	158	158
New England.....	+4	+6	+7	+7	0	12	140	140	148
Middle Atlantic.....	+6	+9	+9	+3	0	39	139	141	150
East North Central.....	+1	+1	+8	+6	-1	39	113	102	117
West North Central.....	+6	+13	+6	0	-6	21	161	167	195
South Atlantic.....	+11	+5	+8	+2	-1	36	156	165	163
East South Central.....	+5	+2	+7	+5	-2	13	186	181	183
West South Central.....	+5	+7	+6	-1	+1	37	199	217	213
Mountain.....	+20	+13	+17	+3	+5	11	187	244	206
Pacific.....	+9	+13	+11	-2	+7	20	138	158	145

Note: Data on inventories of drug wholesalers presented here were withheld from the March 1955 report because of incomplete reporting of inventories at time of publication. Data on sales have also been revised on the basis of corrected information obtained after publication of the March issue of the Monthly Wholesale Trade Report.

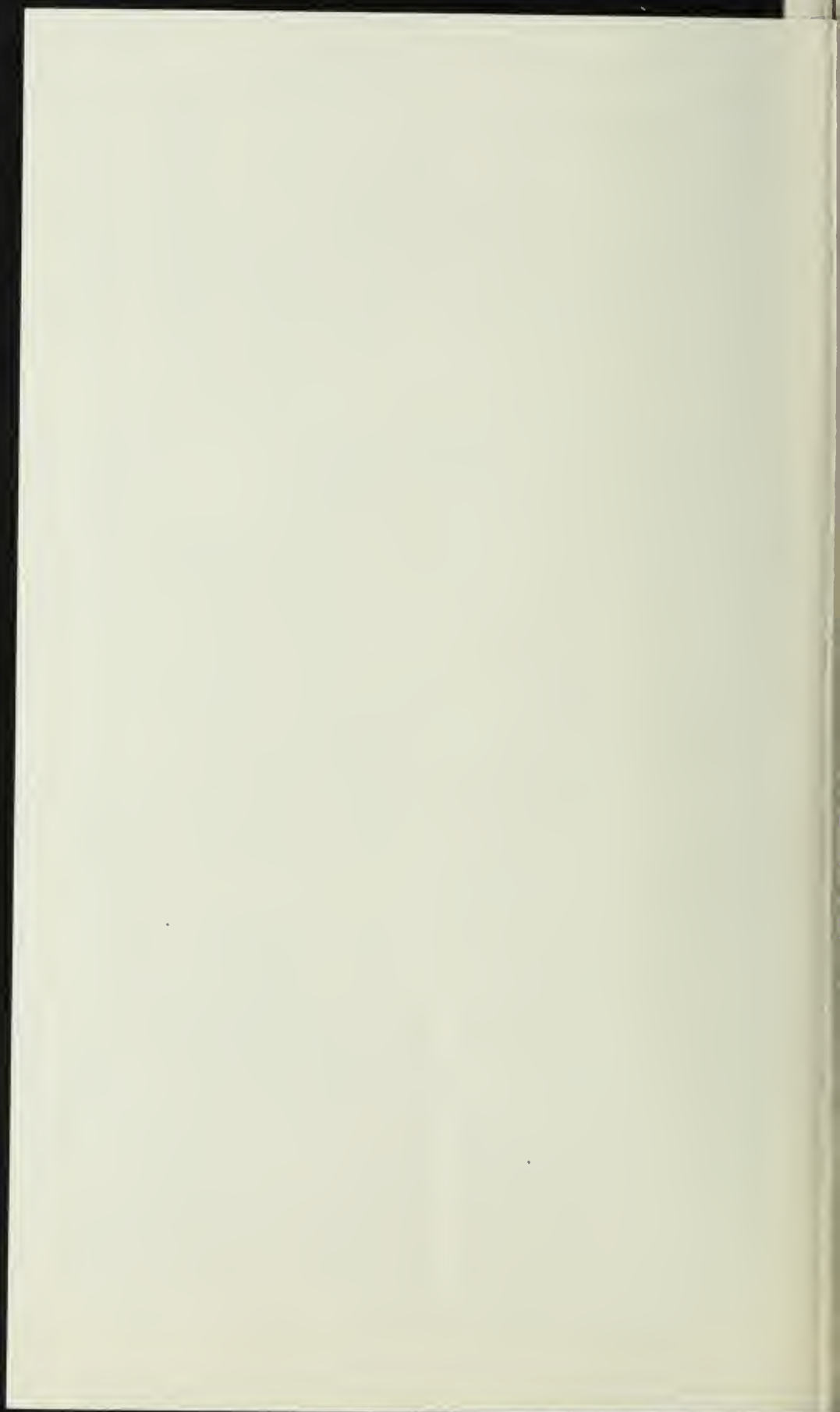


Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS

MARCH 1955

Kind of business and geographic division	Sales				Inventory, end-of-month (at cost)			Stock-sales ratios ¹ (percent)		
	Percent change Mar. 1955 from--		3 mo. 1955 from 3 mo. 1954	Number of establish- ments re- porting Mar. 1955	Percent change Mar. 1955 from--		Number of establish- ments re- porting Mar. 1955	Mar. 1955	Mar. 1954	Feb. 1955
	Mar. 1954	Feb. 1955			Mar. 1954	Feb. 1955				
Merchant wholesalers, total ⁵	+8	+17	+7	10,693	-1	0	7,979	115	124	125
New England.....	+9	+18	+8	549	+6	+2	359	131	137	152
Middle Atlantic.....	+9	+17	+6	2,423	-3	+1	1,438	100	109	121
East North Central.....	+11	+14	+7	1,997	-3	+1	1,552	99	114	112
West North Central.....	+5	+19	+5	1,052	+1	-6	883	132	132	167
South Atlantic.....	+13	+17	+12	1,079	-2	-2	829	127	150	149
East South Central.....	+2	+16	+3	444	-1	+1	434	140	146	166
West South Central.....	+4	+19	+2	1,229	+3	-1	1,085	144	146	174
Mountain.....	+8	+10	+9	385	+7	+3	331	144	143	155
Pacific.....	+4	+17	+9	1,435	-2	+3	1,068	109	115	124
General-line grocery wholesalers.....	+5	+14	+3	666	-2	0	547	108	114	122
Middle Atlantic.....	+2	+19	-2	46	-1	0	35	100	95	117
East North Central.....	+4	+7	+2	52	-16	-1	41	109	140	117
West North Central.....	0	+4	+5	134	-7	+2	130	101	113	114
South Atlantic.....	+7	+20	+2	39	+4	-3	28	119	127	146
East South Central.....	-1	+13	+1	43	-5	-2	35	117	126	137
West South Central.....	+5	+13	+7	125	+5	-2	111	114	113	131
Mountain.....	+13	+4	+5	39	-8	0	32	99	120	102
Pacific.....	+7	+16	+6	177	+6	+9	132	84	83	88
Specialty-line grocery wholesalers.....	-16	+10	-13	288	-14	-3	199	85	86	99
New England.....	+6	+18	+3	20	+11	-3	11	94	81	106
Middle Atlantic.....	-25	+14	-20	115	-19	+1	78	54	55	68
East North Central.....	+1	+3	-3	58	-13	-2	38	99	104	101
West North Central.....	-2	+1	-9	9	-12	-4	7	109	120	106
South Atlantic.....	-4	+10	0	32	-23	-9	22	127	157	146
South Central.....	-25	+10	-10	14	+3	-8	11	109	84	130
Pacific.....	-8	+14	-4	38	-8	+2	31	109	114	119
Dairy, poultry products distributors.....	0	+17	-1	672	-1	+6	426	32	31	35
New England.....	-24	+25	-10	19	-37	+3	11	31	41	38
Middle Atlantic.....	0	+2	-2	132	+2	+4	75	30	32	36
East North Central.....	-5	+16	-5	142	+2	+2	90	26	22	30
West North Central.....	-7	+4	-4	32	+4	+1	27	64	56	65
South Atlantic.....	+33	+15	+13	115	-17	+17	93	30	39	29
West South Central.....	+17	+19	+4	55	-3	+1	28	40	46	53
Mountain.....	+2	+7	+7	15	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	-6	+9	0	141	-7	+10	80	33	32	33
Fresh fruit, vegetable wholesalers.....	+8	+25	+8	308	-7	+1	230	25	30	32
New England.....	+17	+24	+5	23	-15	0	21	41	73	51
Middle Atlantic.....	+7	+21	+12	38	-14	+5	25	20	20	24
East North Central.....	+3	+23	+9	35	+5	-5	25	13	13	17
West North Central.....	+9	+29	+4	50	-21	+3	46	19	32	24
South Atlantic.....	+15	+26	+9	32	-6	+11	13	30	32	33
West South Central.....	+2	+26	+5	27	-3	-8	17	39	46	55
Mountain.....	+14	+32	+13	29	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+14	+28	+7	65	+1	+4	55	34	47	43
Drug wholesalers (general and specialty lines).....	+4	+5	+8	313	(?)	(?)	(?)	(?)	(?)	(?)
New England.....	+2	+4	+6	17						
Middle Atlantic.....	+5	+7	+9	65						
East North Central.....	0	0	+7	55						
West North Central.....	+2	+9	+5	23						
South Atlantic.....	+9	+3	+7	40						
East South Central.....	+2	-1	+5	18						
West South Central.....	+4	+5	+6	47						
Mountain.....	+18	+11	+16	17						
Pacific.....	+5	+9	+10	31	(?)	(?)	(?)	(?)	(?)	(?)
Tobacco distributors.....	+7	+15	+3	240	0	-2	158	53	57	64
New England.....	-1	+13	+6	24	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+3	+13	0	46	-4	-1	26	51	54	59
East North Central.....	+16	+13	+7	44	+17	+2	29	36	37	42
West North Central.....	+4	+15	+2	29	-4	-1	24	65	69	76
South Atlantic.....	+14	+23	+4	30	+3	-6	25	56	65	74
East South Central.....	+11	+19	+8	11	+1	+1	9	59	70	71
Dry goods, apparel wholesalers.....	+3	+18	+3	421	-1	-1	238	174	179	207
New England.....	-17	+12	+3	16	+10	+3	12	226	168	241
Middle Atlantic.....	+4	+19	+2	282	-5	-1	149	176	187	208
East North Central.....	+15	+23	+3	30	+16	+5	19	126	150	145
West North Central.....	-10	+14	-2	19	-6	-1	15	218	206	259
South Atlantic.....	+10	+1	10	2	-3	-16	18	133	141	180
South Central.....	+19	+30	+19	24	0	-7	12	132	141	190
Pacific.....	+26	+14	+23	20	+12	+5	12	176	197	185
Furniture, home furnishings wholesalers.....	+18	+19	+14	262	+1	0	187	164	163	191
New England.....	+1	+8	+10	13	-10	0	11	192	206	202
Middle Atlantic.....	+15	+19	+8	77	+2	-1	40	167	106	200
East North Central.....	+25	+20	+19	56	-3	-1	46	141	180	169
West North Central.....	+11	+19	+14	18	+8	+1	15	217	186	259
South Atlantic.....	+16	+35	+11	27	+3	+1	16	211	213	293
South Central.....	+14	+15	+21	44	+6	+4	42	159	192	175
Pacific.....	+35	+15	+39	22	+18	+2	13	132	136	138

See page 4 for footnotes.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS--Continued

MARCH 1955

Kind of business and geographic division	Sales				Inventory, end-of-month (at cost)			Stock-sales ratios ¹ (percent)		
	Percent change Mar. 1955 from--		3 mo. 1955 from 3 mo. 1954	Number of establish- ments re- porting Mar. 1955	Percent change Mar. 1955 from--		Number of establish- ments re- porting Mar. 1955	Mar. 1955	Mar. 1954	Feb. 1955
	Mar. 1954	Feb. 1955			Mar. 1954	Feb. 1955				
Automotive equipment, tire-tube wholesalers.....	+10	+7	+9	488	0	+1	354	211	248	225
Middle Atlantic.....	+4	+1	+2	42	-7	-2	21	200	233	200
East North Central.....	+13	+14	+17	101	-8	+1	84	175	214	199
West North Central.....	+13	+5	+3	60	-4	+4	20	265	326	273
South Atlantic.....	+34	+13	+20	46	-1	+4	36	200	336	226
East South Central.....	+12	+10	+10	62	+9	+1	62	227	283	248
West South Central.....	+3	+10	0	53	+6	+3	47	276	289	295
Mountain.....	+13	+2	+18	33	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+6	+3	+13	78	+2	-5	47	181	179	198
Electrical equipment and supplies wholesalers ⁴	+2	+10	+5	561	-2	+6	540	153	158	150
New England.....	+7	0	-9	32	-2	-1	31	145	157	145
Middle Atlantic.....	-2	+19	+1	70	-1	+1	63	146	139	174
East North Central.....	-5	+5	-3	150	-17	+12	149	142	157	134
West North Central.....	-2	+15	+3	69	+1	+6	66	184	174	195
South Atlantic.....	+13	+4	+9	80	+1	+5	77	167	190	167
East South Central.....	+11	+19	+17	37	+7	+8	36	153	172	155
West South Central.....	+10	+6	+22	54	+3	+9	51	162	180	159
Mountain.....	+3	+2	0	20	+2	+7	20	142	143	135
Pacific.....	+7	+9	+17	49	+14	+8	47	147	134	147
Electrical appliances, electronic parts distributors.	+7	+9	+8	315	-4	+7	257	141	159	143
New England.....	+19	+27	+1	15	-11	-10	12	80	122	103
Middle Atlantic.....	+10	+9	+6	74	-4	+7	55	146	165	152
East North Central.....	+5	+8	+5	68	-6	+5	62	118	129	119
West North Central.....	-2	+5	+6	31	+8	+1	26	159	147	167
South Atlantic.....	+1	+6	+10	47	+1	+11	34	170	182	157
East South Central.....	+15	-10	+23	12	-15	+19	8	155	198	119
West South Central.....	+5	+11	+10	21	-6	+3	19	178	185	194
Pacific.....	+23	+13	+20	42	-17	+24	36	125	203	117
Hardware wholesalers.....	+8	+23	+5	183	+2	+3	157	251	267	298
Middle Atlantic.....	+10	+21	+10	23	-2	+3	13	225	265	261
East North Central.....	-1	+23	-3	30	0	+1	30	265	257	322
West North Central.....	-5	+18	-2	21	0	+3	21	272	254	314
South Atlantic.....	+25	+26	+6	18	-11	-2	12	231	293	265
East South Central.....	+22	+28	+12	26	+15	+1	23	245	303	305
West South Central.....	+5	+17	+6	16	+3	+6	12	202	217	214
Mountain.....	+18	+18	+26	12	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+15	+26	+14	30	+2	+6	28	262	296	313
Plumbing, heating goods wholesalers.....	+15	+15	+14	239	+16	+1	172	173	190	203
New England.....	+13	+6	+12	16	+35	+1	12	206	163	220
Middle Atlantic.....	+5	+8	+6	69	+6	+3	35	208	196	232
East North Central.....	+5	+21	+6	22	+16	-1	19	123	163	151
West North Central.....	+9	+20	+5	25	+18	+2	24	252	233	308
South Atlantic.....	+26	+18	+24	46	+13	+4	40	168	177	191
East South Central.....	+18	+11	+18	25	+13	+5	23	187	197	206
Pacific.....	+41	+18	+25	30	+8	-1	16	169	245	212
Lumber, construction materials dealers.....	+15	+25	+17	517	+11	+2	367	103	110	127
New England.....	+1	+23	+20	25	+15	+9	17	101	90	109
Middle Atlantic.....	+13	+26	+14	99	0	-1	58	106	116	130
East North Central.....	+21	+28	+20	127	+12	+2	74	95	121	123
West North Central.....	+7	+22	+10	30	+19	+6	24	166	144	199
South Atlantic.....	+27	+26	+23	43	+21	+3	34	94	106	121
East South Central.....	+17	+24	+8	56	+19	+1	55	115	103	148
Pacific.....	+21	+26	+25	94	+3	+1	67	87	105	106
Industrial machinery, equipment, supplies distributors	+8	+19	+5	829	-4	0	764	148	165	180
Middle Atlantic.....	+13	+9	+12	87	-9	-3	57	108	152	141
East North Central.....	+20	+21	+11	95	-7	0	89	132	169	154
West North Central.....	+17	+18	+4	52	-2	+6	51	150	171	171
South Atlantic.....	+29	+33	+16	32	-4	+4	28	128	144	122
East South Central.....	+8	+14	0	32	0	0	21	208	229	254
West South Central.....	-1	+26	-1	396	-2	-2	390	170	169	218
Mountain.....	+5	+9	+6	60	+3	+1	58	229	248	277
Pacific.....	-11	+20	-2	72	-1	+7	63	175	140	212

x Insufficient data to show separately.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.² Not affiliated with voluntary groups or cooperative groups.³ Data withheld because of incomplete reporting of inventories at time of publication. These data will be included with the April 1955 bulletin.⁴ Includes general-line electrical goods, wiring supplies, construction materials and apparatus wholesalers.⁵ Totals include data for some kinds of business not shown separately.

Note: Firms reporting in this survey are part of a probability sample representing merchant wholesalers in all kinds of business. Each firm selected in the sample has an assigned weight which reflects its probability of selection (or, in other terms, the number of firms in the trade which it represents in the sample). Large firms are selected with certainty, thus having a weight of one (1). Other firms are sampled at varying rates, depending upon sizes, with smaller firms having a lower probability of selection and thus a larger weight.

Sales and inventory figures reported for any firm are multiplied by this weight and the results summarized to obtain percentage changes and stock-sales ratios.

Data on reported dollar values, previously shown as a measure of coverage, are now omitted since the trend data are based on weighted values. The number of establishments in the sample, from which reports were received in time for tabulation, are shown as an indication of coverage.

MONTHLY

WHOLESALE TRADE REPORT

U. S. DEPARTMENT OF COMMERCE
Sinclair Weeks, Secretary

BUREAU OF THE CENSUS
THE LIBRARY OF THE Robert W. Burgess, Director

JUN 13 1955

APRIL 1955

FOR RELEASE
JUNE 7, 1955

SALES AND INVENTORIES

Data shown in this report are based on reports submitted by a reporting panel of over 10,000 establishments which are representative of all merchant wholesaler firms in the country (see note on page 4). The reporting panel is part of a probability sample recently developed by the Bureau of the Census to provide national dollar volume estimates of sales and inventories of merchant wholesalers by kind of business.

Sales

April 1955 sales of merchant wholesalers were down 4 percent below March and were 6 percent higher than April a year ago. Cumulative sales for the first four months of 1955 were 7 percent higher than sales in the comparable period of 1954.

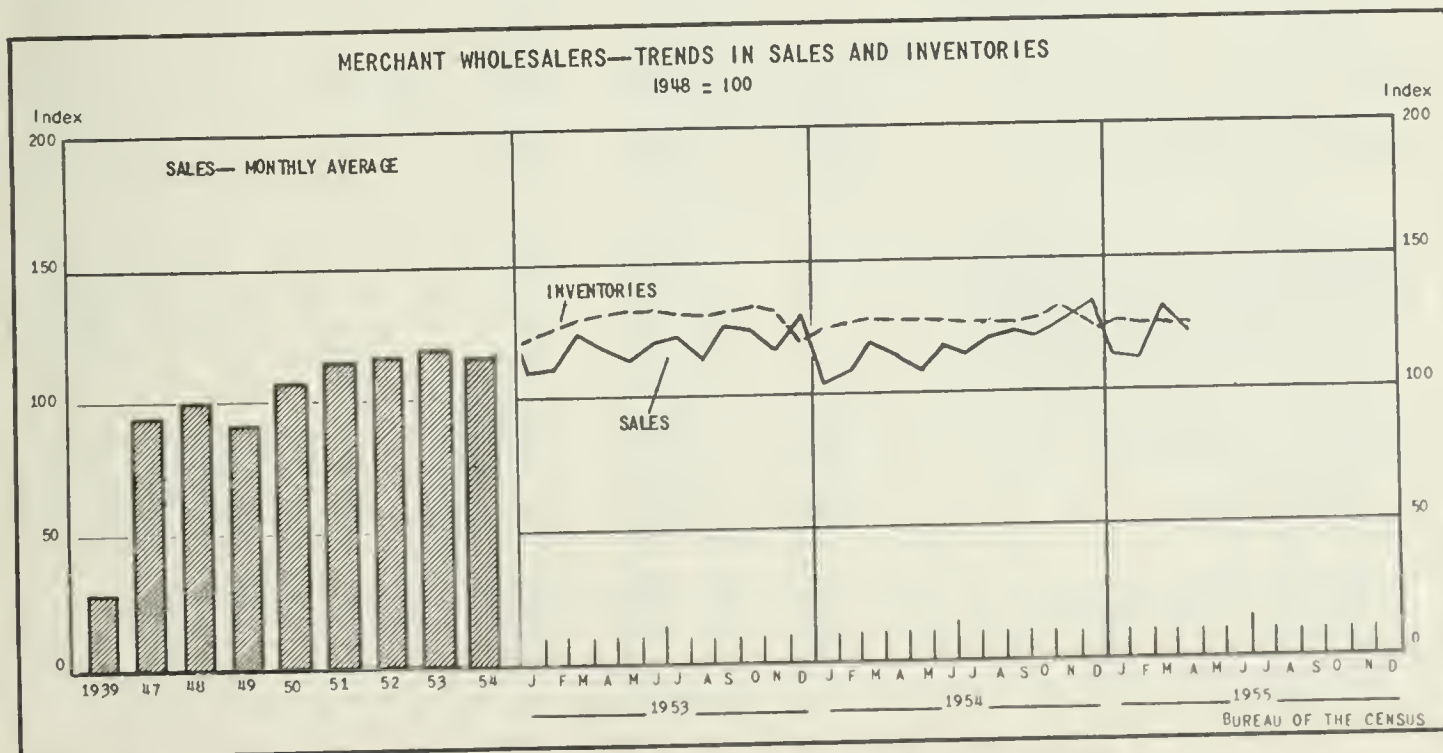
Sales declines of 2 to 8 percent from the previous month were indicated in all but two geographic divisions--the Mountain and the Pacific--which reported little or no change. Compared with a year ago, however, these two divisions indicated increases of 14 and 13 percent, respectively. All other divisions also reported gains, ranging from 1 to 11 percent, over year-ago sales.

Most trades indicated lower sales than a month earlier, but noted gains over April sales a year ago. Inedible farm products, down 23 percent, reflected the principal decline from the previous month. Other declines of 10 percent or more were noted by dry goods and apparel, home furnishings, electrical appliances, coal, and farm supplies. Eleven trades, led by construction materials, up 16 percent, reported increased sales over March 1955. Compared with a year ago, only five trades reported lower sales, with grocery specialty lines indicating the sharpest decline (18%). Iron and steel scrap more than doubled last April's sales. Substantial gains over year-ago sales were also noted by waste materials (48%) nonferrous metals (36%), iron, steel and products (33%), and lumber, millwork (20%).

Inventories

Inventories (valued at cost) of wholesalers at the end of April were down slightly (1%) below March 31, but were 2 percent above stocks on hand a year ago. Based on reports of establishments submitting inventory figures in conjunction with sales data, the April stock-sales ratio of 122 percent was 5 points above the previous month, but 5 points lower than the ratio for April 1954.

Most trades showed only very small changes from previous-month inventories, the most significant being noted by inedible farm products (-19%), farm supplies (-18%), and coal (+13%). Compared with a year ago, iron and steel scrap (20%) and waste materials (22%) showed the largest increases in stocks while grocery specialty lines (21%) reported the heaviest decline.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

For sale by the Bureau of the Census: single copy—10¢, annual subscription—\$1.00

Table 1.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS

APRIL 1955

Kind of business	Sales				Inventory, end-of-month (at cost)			Stock-sales ratios ¹ (percent)		
	Percent change, Apr. 1955 from--		4 mo. 1955 from 4 mo. 1954	Number of establish- ments re- porting Apr. 1955	Percent change, Apr. 1955 from--		Number of establish- ments re- porting Apr. 1955	Apr. 1955	Apr. 1954	Mar. 1954
	Apr. 1954	Mar. 1955			Apr. 1954	Mar. 1955				
Merchant wholesalers.....	+6	-4	+7	10,960	+2	-1	8,155	122	127	117
Grocery, confectionery, meat wholesalers.....	-6	-8	-4	1,302	-8	-2	1,059	83	90	79
General-line grocery wholesalers.....	+2	-7	+3	780	-1	-3	685	107	111	104
Nonaffiliated ²	-1	-7	+2	592	-3	-3	533	120	125	112
Voluntary groups.....	+1	-6	+2	166	-1	-3	135	107	108	104
Retailer-cooperative.....	+12	-9	+10	22	+3	-2	17	82	89	85
Specialty-line grocery wholesalers.....	-18	-12	-14	293	-21	-1	206	86	93	78
Confectionery wholesalers.....	+1	-4	+3	83	+8	-4	47	80	74	81
Meat, meat products wholesalers.....	-5	-4	0	146	-14	+3	121	26	26	23
Edible farm products distributors.....	+7	+1	+3	974	+4	-2	678	26	26	27
Dairy, poultry products distributors.....	+2	-2	0	641	+3	0	428	33	32	32
Fresh fruit, vegetable wholesalers.....	+13	+7	+10	333	+7	-7	250	18	17	20
Beer, wine, distilled spirits wholesalers.....	+6	+2	+4	507	+1	+2	432	100	104	98
Beer distributors.....	+7	+7	+2	129	+5	+3	107	81	83	84
Wine, distilled spirits wholesalers.....	+5	-2	+5	378	-2	+1	325	115	121	108
Drugs, chemicals, allied products wholesalers.....	+8	-6	+8	613	+5	+1	443	150	163	142
Drug wholesalers (general and specialty lines).....	+8	-5	+8	299	+5	+1	234	178	182	171
Industrial chemicals, explosives wholesalers.....	+9	-9	+6	181	+1	+3	136	75	87	68
Paint, varnish wholesalers.....	+7	-6	+8	133	+4	-2	73	132	173	123
Tobacco distributors.....	0	0	+2	248	-3	+1	146	53	56	51
Dry goods, apparel wholesalers.....	+4	-14	+4	417	+8	-1	214	190	193	168
Clothing, furnishings, footwear wholesalers.....	+2	-10	+3	92	+4	-3	44	192	167	161
Dry goods wholesalers (general and specialty lines).....	+1	-17	+1	199	+5	0	96	203	219	182
Piece goods converters.....	+12	-13	+8	126	+18	0	74	169	167	151
Furniture, home furnishings wholesalers.....	+6	-10	+12	282	+3	+2	173	150	165	133
Furniture wholesalers.....	+16	-3	+10	117	-2	+2	67	129	173	122
Home furnishings, floor coverings wholesalers.....	0	-15	+11	165	+6	+2	106	162	161	138
Paper, allied products wholesalers.....	+7	-6	+7	445	0	+1	320	109	111	99
Paper wholesalers.....	+7	-6	+7	281	-1	+2	230	102	107	93
Stationery, wallpaper wholesalers.....	0	-8	+6	164	+4	0	90	180	160	164
Inedible farm products merchants.....	-15	-23	0	271	+6	-19	213	114	90	110
Automotive wholesalers.....	+17	+5	+14	663	+8	0	501	171	185	181
Motor-vehicle distributors.....	+19	+6	+19	63	+10	+5	53	88	90	90
Automotive equipment, tire-tube wholesalers.....	+16	+4	+12	600	+7	-1	448	221	247	235
Electrical, electronic, appliance goods distributors..	+3	-9	+5	870	+5	+5	790	172	165	149
Electrical equipment, supplies wholesalers ³	+8	-6	+6	553	+7	+4	530	161	157	147
Electrical appliances, TV and radio sets and parts, and electronic parts, equipment distributors.....	-2	-12	+5	317	+3	+6	260	185	174	150
Hardware, plumbing, heating goods wholesalers.....	+7	-2	+8	559	+5	0	408	240	251	234
Hardware wholesalers.....	+4	-4	+5	216	+3	-1	176	251	264	244
Plumbing, heating goods distributors.....	+11	0	+13	343	+7	+1	232	223	229	219
Lumber, construction materials distributors.....	+18	+7	+18	506	+10	-1	338	101	106	108
Lumber, millwork wholesalers.....	+20	+2	+20	297	+12	-1	214	115	124	120
Construction materials distributors.....	+14	+16	+12	209	+5	0	124	75	75	83
Machinery, equipment, supplies distributors.....	+12	-5	+8	1,776	+2	0	1,418	180	197	170
Air conditioning, commercial refrigeration equip- ment distributors.....	+6	+6	+9	96	-1	-1	55	150	133	150
Commercial machines, equipment, distributors.....	+14	-6	+8	136	-3	+2	98	152	181	137
Industrial machinery, equipment, supplies houses....	+14	-8	+8	767	+6	0	657	193	201	176
Professional equipment, supplies houses ⁴	+8	-7	+5	395	-2	+1	300	216	227	203
Surgical, medical, hospital supply houses.....	+7	-3	+5	73	-6	-1	41	167	184	161
Service establishment equipment, supplies houses....	0	-2	+7	141	-2	+6	103	147	151	138
Other machinery, equipment distributors.....	+16	-3	+12	241	-2	-1	205	174	213	173
Metals, metalwork (except scrap) distributors.....	+34	+1	+22	304	-3	-2	235	149	220	156
Iron, steel and products distributors.....	+33	+1	+21	216	-1	0	161	176	256	181
Nonferrous metals distributors.....	+36	+1	+25	88	-12	-5	74	100	156	106
Iron-steel scrap, waste materials dealers.....	+75	+4	+58	281	+21	-2	195	61	83	62
Iron-steel scrap dealers.....	+104	+1	+84	155	+20	-1	112	46	81	48
Waste materials dealers.....	+48	+10	+31	126	+22	-3	83	85	85	87
Other merchant wholesalers ⁴	+5	-3	+10	942	0	-2	592	107	111	103
Amusement, sporting goods wholesalers.....	+9	0	+10	138	+3	+1	98	164	168	171
Book, periodical, newspaper wholesalers.....	0	-5	+5	114	-4	0	37	124	104	133
Coal wholesalers.....	+11	-13	+11	210	-8	+13	101	48	58	39
Ferm supplies wholesalers.....	+4	-11	+6	173	+13	-18	140	72	68	78
Jewelry wholesalers.....	+15	-2	+10	123	-6	+1	75	258	340	273

See page 4 for footnotes.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS

APRIL 1955

Kind of business and geographic division	Sales				Inventory, end-of-month (at cost)			Stock-sales ratios ¹ (percent)		
	Percent change, Apr. 1955 from--		4 mo. 1955 from 4 mo. 1954	Number of establish- ments re- porting Apr. 1955	Percent change, Apr. 1955 from--		Number of establish- ments re- porting Apr. 1955	Apr. 1955	Apr. 1954	Mar. 1955
	Apr. 1954	Mar. 1955			Apr. 1954	Mar. 1955				
Merchant wholesalers, total ⁴	+6	-4	+7	10,960	+2	-1	8,155	122	127	117
New England.....	+6	-3	+7	580	+5	+2	398	130	131	122
Middle Atlantic.....	+4	-8	+6	2,567	+5	-1	1,572	111	113	103
East North Central.....	+11	-2	+8	2,116	+2	-1	1,591	111	124	109
West North Central.....	+1	-6	+4	1,060	0	-4	854	132	128	128
South Atlantic.....	+6	-3	+11	1,044	+2	+1	809	128	133	125
East South Central.....	+2	-6	+3	475	-2	-5	377	144	138	145
West South Central.....	+1	-5	+2	1,306	-1	-1	1,105	142	144	135
Mountain.....	+14	0	+10	374	+8	-2	335	150	164	155
Pacific.....	+13	0	+10	1,438	+4	+1	1,114	115	133	114
General-line grocery wholesalers.....	+2	-7	+3	780	-1	-3	685	107	111	104
Middle Atlantic.....	0	-23	-1	90	+5	-3	77	133	135	104
East North Central.....	+9	-6	+4	110	0	-3	84	104	112	97
West North Central.....	-3	-2	+2	146	-5	-5	136	103	110	109
South Atlantic.....	-3	-5	+1	39	-1	-3	32	127	126	125
East South Central.....	+2	0	+1	42	-7	-2	39	94	103	93
West South Central.....	-2	-4	+4	126	-2	-2	110	128	128	125
Mountain.....	+21	-16	+10	37	+2	-3	37	84	95	72
Pacific.....	+5	-9	+5	185	+2	-4	166	82	82	90
Specialty-line grocery wholesalers.....	-18	-12	-14	293	-21	-1	206	86	93	78
New England.....	-3	-14	+1	18	-23	-14	10	50	75	50
Middle Atlantic.....	-28	-17	-22	141	-13	+2	98	80	66	67
East North Central.....	+7	-4	-1	31	-27	-14	22	66	102	74
West North Central.....	-23	-6	-14	8	-26	0	8	93	97	87
South Atlantic.....	-13	-10	-3	26	-14	+5	17	181	245	209
East South Central.....	-8	-2	-13	19	-44	+4	13	89	152	87
West South Central.....	-1	-10	-4	47	-15	-11	37	67	73	72
Pacific.....										
Dairy, poultry products distributors.....	+2	-2	0	641	+3	0	428	33	32	32
New England.....	+6	-4	-4	24	+18	0	17	21	19	20
Middle Atlantic.....	-4	-6	-2	119	+4	+1	63	24	20	21
East North Central.....	-1	-7	-4	126	+7	+7	76	27	24	23
West North Central.....	-10	+9	-6	35	-1	+9	28	119	103	125
South Atlantic.....	+9	+1	+12	111	+4	+6	89	36	37	35
East South Central.....	-2	+7	+10	27	-14	-29	19	19	21	27
West South Central.....	+27	+1	+10	55	+29	-10	31	22	20	26
Mountain.....	-12	-2	-3	16	+19	+9	11	57	52	51
Pacific.....	+12	+1	+3	128	-6	-11	94	34	40	38
Fresh fruit, vegetable wholesalers.....	+13	+7	+10	333	+7	-7	250	18	17	20
New England.....	+9	+3	+6	16	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+12	+7	+12	45	+19	-9	26	10	9	11
East North Central.....	+17	+8	+11	36	+9	-12	26	10	12	12
West North Central.....	+27	+5	+13	56	-9	-25	44	12	15	16
South Atlantic.....	+8	+4	+9	31	+25	-15	19	20	15	25
East South Central.....	+9	+6	+3	44	-26	-1	33	28	41	30
West South Central.....	+16	+5	+15	29	(x)	(x)	(x)	(x)	(x)	(x)
Mountain.....	+13	+8	+10	76	+18	-10	63	24	15	28
Pacific.....										
Drug wholesalers (general and specialty lines).....	+8	-5	+8	299	+5	+1	234	178	182	171
New England.....	+7	-3	+7	20	+6	0	13	168	173	160
Middle Atlantic.....	+12	+1	+10	64	+11	0	41	213	214	238
East North Central.....	+5	-7	+7	51	+7	+3	40	131	123	117
West North Central.....	-1	-12	+4	23	+5	+2	21	168	158	144
South Atlantic.....	+15	-4	+10	45	+2	+2	36	186	207	177
East South Central.....	+2	-8	+6	15	-4	+2	13	193	198	173
West South Central.....	+6	-7	+6	42	+1	-3	33	211	228	203
Mountain.....	+17	-9	+17	13	-1	+1	13	222	263	199
Pacific.....	+6	-6	+10	26	0	+2	24	149	164	136
Tobacco distributors.....	0	0	+2	248	-3	+1	146	53	56	51
New England.....	+1	-5	+4	22	-14	+2	10	58	75	53
Middle Atlantic.....	+2	+2	0	47	-4	+3	28	53	55	52
East North Central.....	-4	0	+4	43	+9	-2	26	49	44	49
West North Central.....	+2	+2	+2	21	-5	-3	13	37	43	38
South Atlantic.....	-2	0	+2	25	+6	-2	18	54	47	55
East South Central.....	0	-3	+3	40	-6	+3	19	59	63	37
West South Central.....	-1	-3	+2	38	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....										
Dry goods, apparel wholesalers.....	+4	-14	+4	417	+8	-1	214	190	193	168
New England.....	+15	-5	+6	22	+15	+8	13	272	294	241
Middle Atlantic.....	+5	-15	+3	267	+12	-3	128	152	163	141
East North Central.....	+6	-12	+4	34	-23	-2	21	194	215	170
West North Central.....	-16	-16	-7	22	+5	-3	17	294	217	240
South Atlantic.....	-10	-23	+8	16	-9	-5	10	234	207	179
East South Central.....	+8	-19	+15	27	+2	-3	14	213	225	168
West South Central.....	+5	-15	+14	28	+30	+7	10	250	200	198
Pacific.....										
Furniture, home furnishings wholesalers.....	+6	-10	+12	282	+3	+2	173	150	165	133
New England.....	-12	-27	+3	13	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+2	-13	+6	116	+6	+2	41	112	119	94
East North Central.....	-4	-10	+12	53	+2	+2	37	177	188	150
West North Central.....	+16	+9	+14	18	+6	0	16	169	194	198
South Atlantic.....	+9	-6	+11	27	+2	-2	16	192	214	186
East South Central.....	+17	-8	+19	32	+8	+1	30	189	213	175
West South Central.....	+21	-7	+32	17	0	+4	17	147	177	132

See page 4 for footnotes.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS--Continued

APRIL 1955

Kind of business and geographic division	Sales				Inventory, and-of-month (at cost)			Stock-sales ratios ¹ (percent)		
	Percent change, Apr. 1955 from--		4 mo. 1955 from 4 mo. 1954	Number of establish- ments re- porting Apr. 1955	Percent change, Apr. 1955 from--		Number of establish- ments re- porting Apr. 1955	Apr. 1955	Apr. 1954	Mar. 1955
	Apr. 1954	Mar. 1955			Apr. 1954	Mar. 1955				
Automotive equipment, tire-tube wholesalers.....	+16	+4	+12	600	+7	-1	448	221	247	235
Middle Atlantic.....	+8	0	+5	86	+13	+1	52	265	262	268
East North Central.....	+23	+5	+19	98	+1	-3	74	141	171	156
West North Central.....	+15	+15	+5	63	+3	+1	24	309	283	342
South Atlantic.....	+14	0	+18	53	+14	+3	43	254	265	251
East South Central.....	+21	+12	+15	61	+7	0	57	217	252	254
West South Central.....	+3	+2	0	92	+5	-2	88	317	358	322
Mountain.....	+20	+8	+18	46	+7	+9	43	273	306	271
Pacific.....	+16	0	+14	89	-2	-3	56	235	284	235
Electrical equipment and supplies wholesalers ³	+8	-6	+6	553	+7	+4	530	161	157	147
New England.....	-3	-5	-7	33	+13	+5	32	185	168	169
Middle Atlantic.....	-2	-13	0	70	+6	+4	64	138	110	125
East North Central.....	-4	-7	-3	144	0	+5	138	175	170	151
West North Central.....	+14	-3	+6	60	+4	-4	57	152	168	153
South Atlantic.....	+23	0	+12	84	+11	+3	82	173	179	157
East South Central.....	+19	-5	+17	37	+22	+2	37	185	160	173
West South Central.....	+16	+2	+21	55	+7	+10	50	176	192	168
Mountain.....	+27	+11	+6	21	+13	+10	21	141	158	142
Pacific.....	+23	-4	+19	49	+9	+5	49	150	169	137
Electrical appliances, electronic parts distributors..	-2	-12	+5	317	+3	+6	260	185	174	150
New England.....	-17	-21	-2	15	-2	+22	12	156	132	89
Middle Atlantic.....	+1	-15	+4	68	+1	+3	58	172	167	137
East North Central.....	-1	-15	+4	67	+14	+3	61	205	183	168
West North Central.....	-9	-18	+1	31	+18	+11	24	185	154	141
South Atlantic.....	+3	-8	+8	44	+3	+11	31	169	166	139
East South Central.....	-12	-9	+10	14	-20	+5	13	199	207	174
West South Central.....	+4	-1	+7	25	-1	+3	21	179	189	160
Pacific.....	-8	-10	+9	47	-3	+10	35	195	178	156
Hardware wholesalers.....	+4	-4	+5	216	+3	-1	176	251	264	244
Middle Atlantic.....	+1	-2	+7	28	-7	-2	16	177	168	180
East North Central.....	+5	-4	-1	35	+3	0	32	242	234	239
West North Central.....	+3	-3	-3	28	+1	-3	26	258	261	263
South Atlantic.....	+3	-1	+5	29	-2	-3	22	282	285	290
East South Central.....	+11	-4	+12	22	+10	-1	21	243	245	238
West South Central.....	+6	-8	+4	23	+8	0	20	226	228	199
Mountain.....	+9	-4	+20	11	+6	+4	11	297	295	273
Pacific.....	+11	-5	+13	33	+5	+1	24	286	308	262
Plumbing, heating goods wholesalers.....	+11	0	+13	343	+7	+1	232	223	229	219
New England.....	+11	0	+12	18	+4	+1	13	347	341	350
Middle Atlantic.....	+2	0	+4	125	+11	+2	66	237	214	225
East North Central.....	+13	-1	+8	43	+4	+4	27	153	191	150
West North Central.....	+21	+14	+11	31	-3	+2	27	213	232	238
South Atlantic.....	+5	0	+19	45	+3	+2	35	241	260	238
South Central.....	+1	-3	+13	37	+8	-1	33	259	229	249
Pacific.....	+41	-1	+30	33	+11	-1	22	180	228	180
Lumber, construction materials dealers.....	+18	+7	+18	506	+10	-1	338	101	106	108
New England.....	+7	+5	+14	33	+19	-1	27	140	118	149
Middle Atlantic.....	+8	+5	+12	91	+8	+1	68	109	108	113
East North Central.....	+24	+19	+21	128	+8	-1	53	88	124	97
West North Central.....	+16	+11	+12	34	+5	-10	21	66	72	89
South Atlantic.....	+23	-1	+23	48	+4	+1	36	71	78	69
South Central.....	+24	-3	+18	64	+6	-4	59	130	138	131
Pacific.....	+27	+4	+27	93	+24	+5	60	85	77	86
Industrial machinery, equipment, supplies distributors	+14	-8	+8	767	+6	0	657	193	201	176
New England.....	+18	+1	+8	13	-4	+7	7	188	219	174
Middle Atlantic.....	+10	-22	+11	74	+15	-6	54	182	157	149
East North Central.....	+28	-5	+15	94	+15	0	84	161	181	149
West North Central.....	+18	-7	+9	55	-11	0	43	152	188	157
South Atlantic.....	+12	-2	+15	45	+5	+5	37	178	195	168
South Central.....	+5	-4	0	374	+4	+1	334	227	208	215
Mountain.....	+19	+2	+8	40	+4	+3	39	168	238	168
Pacific.....	+8	+1	+1	72	+6	-1	59	254	289	244

x Insufficient data to show separately.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.² Not affiliated with voluntary groups or cooperative groups.³ Includes general-line electrical goods, wire supplies, construction materials and apparatus wholesalers.⁴ Totals include data for some kinds of business not shown separately.

Note: Firms reporting in this survey are part of a probability sample representing merchant wholesalers in all kinds of business. Each firm selected in the sample has an assigned weight which reflects its probability of selection (or, in other terms, the number of firms in the trade which it represents in the sample). Large firms are selected with certainty, thus having a weight of one (1). Other firms are sampled at varying rates, depending upon sizes, with smaller firms having a lower probability of selection and thus a larger weight.

Sales and inventory figures reported for any firm are multiplied by this weight and the results summarized to obtain percentage changes and stock-sales ratios.

Data on reported dollar values, previously shown as a measure of coverage, are now omitted since the trend data are based on weighted values. The number of establishments in the sample, from which reports were received in time for tabulation, are shown as an indication of coverage.

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Ref

MONTHLY

WHOLESALE TRADE

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REPORT

UNIVERSITY OF ILLINOIS

MAY 1955

U. S. DEPARTMENT OF COMMERCE

Sinclair Weeks, Secretary

BUREAU OF THE CENSUS

Robert W. Burgess, Director

FOR RELEASE

JULY 11, 1955

SALES AND INVENTORIES

Data shown in this report are based on reports submitted by a reporting panel of over 11,000 establishments which are representative of all merchant wholesaler firms in the country (see note on page 4). The reporting panel is part of a probability sample recently developed by the Bureau of the Census to provide national dollar volume estimates of sales and inventories of merchant wholesalers by kind of business. Beginning with this issue, the index shown in the chart below has been revised on the basis of data developed from this sample.

Sales

May 1955 sales of merchant wholesalers were up 2 percent over April and were 13 percent higher than May a year ago. Cumulative sales for the first five months of 1955 were 8 percent higher than sales in the comparable period of 1954.

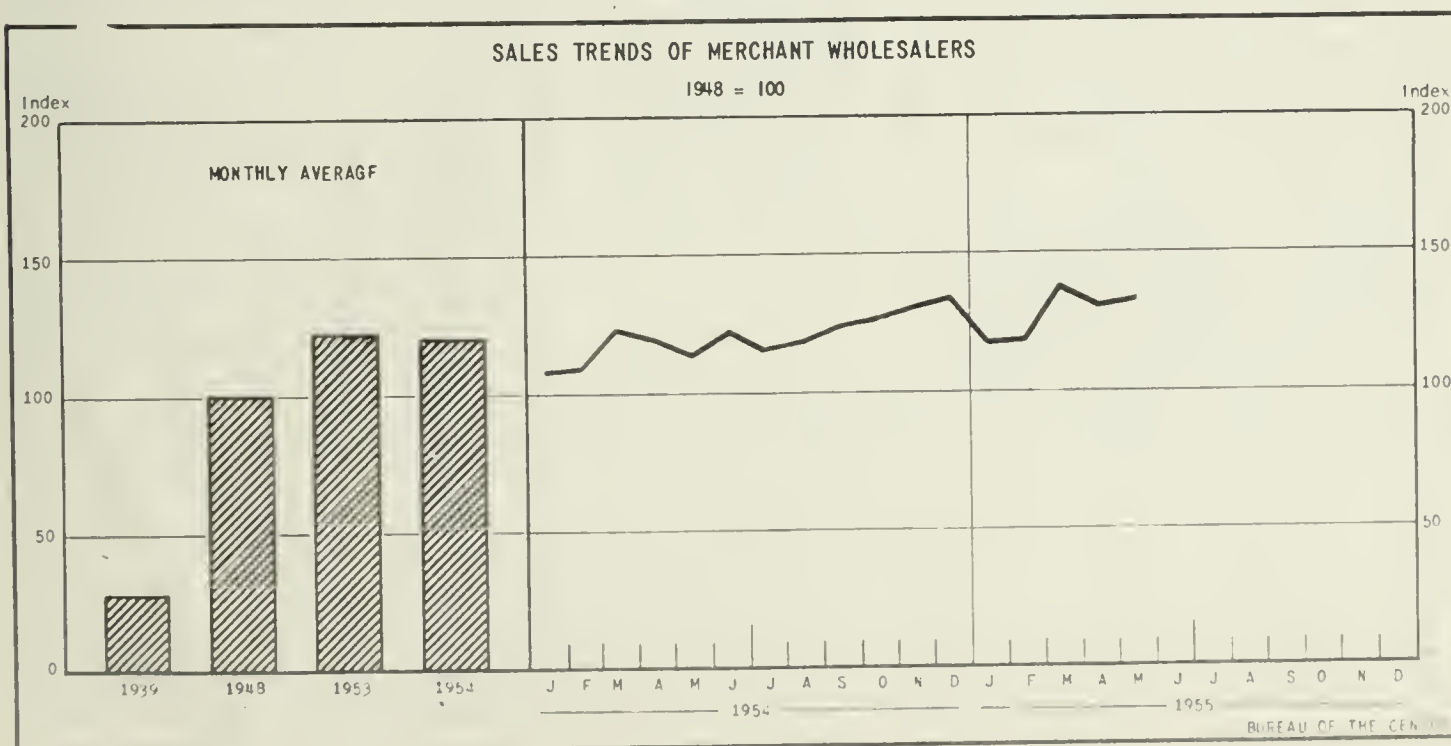
With one exception, all geographic divisions indicated small increases over the previous month and more substantial increases over last year's sales. The West South Central Division showed a slight (1%) decline from April but reported sales 12 percent higher than a year ago. The Mountain Division, up 6 percent, noted the largest increase over April, while the East North Central, up 17 percent, reflected the principal gain over May 1954.

Most trades indicated higher sales than a month earlier, with coal (12%), construction materials (10%), beer (10%), and electrical equipment (9%), showing the principal gains. The largest declines were reported for farm supplies (15%); iron and steel scrap (6%); and clothing, furnishings, and footwear (6%). Compared with a year ago, increased sales were reported in all but one trade--specialty-line groceries, which were off 6 percent. Iron and steel scrap--up 98 percent--and nonferrous metals--up 38 percent--again accounted for the most substantial gains over year-ago sales.

Inventories

Inventories (valued at cost) of wholesalers at the end of May were at about the same level as on April 30, but were 2 percent above stocks on hand a year ago. Based on reports of establishments submitting inventory figures in conjunction with sales data, the May stock-sales ratio of 126 percent was 2 points below the previous month and 14 points lower than the ratio for May 1954.

Most trades showed only small changes in inventories. Coal, up 17 percent, and inedible farm products, down 16 percent, indicated the largest changes from April inventories. Substantial increases over year-ago stocks were indicated for iron and steel scrap (27%) and electrical appliances and equipment (17%); while a sharp drop (22%) was noted for specialty-line groceries.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

For sale by the Bureau of the Census: single copy—10¢, annual subscription—\$1.00

Table 1.—TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS

MAY 1955

Kind of business	Sales				Inventory, end-of-month (at cost)			Stock-sales ratios ¹ (percent)		
	Percent change			Number of establish- ments re- porting May 1955	Percent change, May 1955 from--		Number of establish- ments re- porting May 1955	May 1955	May 1954	Apr. 1955
	May 1955 from--		May 1954		Apr. 1955					
	May 1954	Apr. 1955								
Merchant wholesalers.....	+13	+2	+8	11,022	+2	0	8,032	126	140	128
Grocery, confectionery, meat wholesalers.....	+2	+1	-3	1,244	-8	+1	940	91	100	92
General-line grocery wholesalers.....	+8	+1	+4	756	-2	0	623	116	124	116
Nonaffiliated ²	+3	-1	+2	560	+2	-2	471	135	135	136
Voluntary groups.....	+6	0	+3	178	-8	+2	141	109	123	108
Retailer-cooperative.....	+24	+5	+13	18	-3	+1	11	72	94	75
Specialty-line grocery wholesalers.....	-6	+1	-13	251	-22	+5	167	89	109	89
Confectionery wholesalers.....	+1	-2	+3	93	+8	+2	45	82	81	78
Meat, meat products wholesalers.....	+3	+5	0	144	0	-2	105	23	21	24
Edible farm products distributors.....	+7	+2	+4	1,014	-1	+6	707	32	36	31
Dairy, poultry products distributors.....	+9	+1	+2	686	+1	+12	465	34	39	31
Fresh fruit, vegetable wholesalers.....	+2	+3	+8	328	-6	-5	242	26	31	29
Beer, wine, distilled spirits wholesalers.....	+5	+4	+4	491	0	+4	432	100	106	98
Beer distributors.....	+9	+10	+4	122	+9	+12	105	53	56	52
Wine, distilled spirits wholesalers.....	+3	0	+5	369	-3	+1	327	143	151	135
Drugs, chemicals, allied products wholesalers.....	+13	+1	+9	670	+5	0	474	143	156	146
Drug wholesalers (general and specialty lines).....	+14	+2	+9	318	+7	0	227	158	166	160
Industrial chemicals, explosives wholesalers.....	+12	-4	+7	209	-1	-1	157	93	109	96
Paint, varnish wholesalers.....	+16	+5	+10	143	0	-1	90	166	196	180
Tobacco distributors.....	+11	+5	+4	258	+10	+4	122	63	61	63
Dry goods, apparel wholesalers.....	+17	-1	+6	401	+4	+1	206	211	251	205
Clothing, furnishings, footwear wholesalers.....	+4	-6	+3	104	-2	+3	60	244	286	240
Dry goods wholesalers (general and specialty lines).....	+19	+2	+4	165	+6	0	79	190	234	189
Piece goods converters.....	+28	-1	+12	132	+12	0	67	201	229	190
Furniture, home furnishings wholesalers.....	+18	-2	+13	261	+1	-1	182	176	221	174
Furniture wholesalers.....	+25	+1	+16	112	-1	-1	69	167	221	161
Home furnishings, floor coverings wholesalers.....	+14	-4	+2	149	+2	-1	113	180	221	180
Paper, allied products wholesalers.....	+12	0	+8	438	+4	+2	303	127	135	122
Paper wholesalers.....	+13	0	+8	277	+4	+2	228	119	128	115
Stationery, wallpaper wholesalers.....	+10	-1	+7	161	+7	+3	75	198	201	186
Inedible farm products merchants.....	+6	+4	+1	207	-5	-16	148	123	135	149
Automotive wholesalers.....	+15	+1	+14	652	0	0	479	191	202	193
Motor-vehicle distributors.....	+17	+2	+19	71	+4	0	66	90	97	91
Automotive equipment, tire-tube wholesalers.....	+13	0	+12	581	-1	0	413	255	273	258
Electrical, electronic, appliance goods distributors..	+19	+5	+8	852	+10	+2	773	171	186	176
Electrical equipment, supplies wholesalers ³	+22	+9	+9	565	+5	0	543	157	176	171
Electrical appliances, TV and radio sets and parts, and electronic parts, equipment distributors.....	+16	0	+7	287	+17	+5	230	192	200	184
Hardware, plumbing, heating goods wholesalers.....	+18	+5	+10	542	+5	0	412	225	255	234
Hardware wholesalers.....	+14	+5	+7	206	+3	0	169	234	263	244
Plumbing, heating goods distributors.....	+23	+5	+15	336	+8	-1	243	209	240	218
Lumber, construction materials distributors.....	+26	+7	+20	515	+12	+1	341	111	119	117
Lumber, millwork wholesalers.....	+28	+6	+22	304	+12	+1	210	127	135	128
Construction materials distributors.....	+23	+10	+15	211	+12	+1	131	86	93	97
Machinery, equipment, supplies distributors.....	+18	+2	+10	1,923	+3	+2	1,464	168	198	168
Air conditioning, commercial refrigeration equip- ment distributors.....	+30	+4	+14	108	+8	+2	78	197	254	202
Commercial machines, equipment, distributors.....	+7	-2	+8	163	-1	0	112	154	150	149
Industrial machinery, equipment, supplies houses....	+12	+5	+9	923	+5	+2	718	170	189	175
Professional equipment, supplies houses ⁴	+10	+3	+6	345	+8	+2	249	209	217	209
Surgical, medical, hospital supply houses.....	+6	+1	+5	68	-2	-2	42	182	188	188
Service establishment equipment, supplies houses....	+11	+3	+8	147	+2	-1	108	149	163	149
Other machinery, equipment distributors.....	+37	-2	+17	237	-1	+3	199	157	220	149
Metals, metalwork (except scrap) distributors.....	+31	-2	+24	271	-3	-2	203	134	193	134
Iron, steel and products distributors.....	+28	-3	+22	195	-3	-2	146	169	248	166
Nonferrous metals distributors.....	+38	0	+28	76	-8	-3	57	71	86	73
Iron-steel scrap, waste materials dealers.....	+66	-4	+60	295	+22	+4	200	60	89	55
Iron-steel scrap dealers.....	+98	-6	+88	167	+27	+6	117	64	102	58
Waste materials dealers.....	+33	-1	+32	128	+8	-1	83	50	67	50
Other merchant wholesalers ⁴	+7	0	+9	988	+3	-1	646	103	112	110
Amusement, sporting goods wholesalers.....	+7	+3	+9	143	+6	+3	112	215	199	214
Book, periodical, newspaper wholesalers.....	+10	-4	+6	135	+9	+4	64	161	154	150
Coal wholesalers.....	+20	+12	+13	222	-6	+17	119	31	60	34
Farm supplies wholesalers.....	+5	-15	+6	189	+7	-14	153	77	82	75
Jewelry wholesalers.....	+11	-4	+10	135	+4	0	73	299	335	294

See page 4 for footnotes.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS

MAY 1955										
Kind of business and geographic division	Sales				Inventory, end-of-month (at cost)			Stock-sales ratios ¹ (percent)		
	Percent change		5 mo. 1955 from 5 mo. 1954	Number of establish- ments re- porting May 1955	Percent change, May 1955 from--		Number of establish- ments re- porting May 1955	May 1955	May 1954	Apr. 1955
	May 1955 from--									
	May 1954	Apr. 1955								
	May 1954	Apr. 1955			May 1954	Apr. 1955				
Merchant wholesalers, total ⁴	+13	+2	+8	11,022	+2	0	8,032	126	140	128
New England.....	+14	+4	+9	597	-1	-2	381	108	129	118
Middle Atlantic.....	+10	+1	+7	2,425	0	0	1,472	111	122	112
East North Central.....	+17	+3	+10	2,198	+3	+1	1,669	111	126	112
West North Central.....	+14	+1	+6	1,032	+3	+3	844	138	147	136
South Atlantic.....	+14	+2	+11	1,097	+4	+1	830	143	163	145
East South Central.....	+9	+3	+4	485	-1	-3	375	155	170	163
West South Central.....	+12	-1	+4	1,353	+5	-1	1,090	165	182	166
Mountain.....	+14	+6	+11	384	+7	0	322	141	152	151
Pacific.....	+16	+2	+11	1,451	+3	+3	1,049	125	141	125
General-line grocery wholesalers.....	+8	+1	+4	756	-2	0	623	116	124	116
New England.....	+10	+4	+10	12	-9	-3	9	123	133	130
Middle Atlantic.....	+4	+3	0	60	-8	+1	49	109	129	112
East North Central.....	+6	+1	+4	121	-11	0	98	97	114	98
West North Central.....	+14	-1	+5	133	-2	+6	124	101	104	94
South Atlantic.....	+3	0	+2	59	-3	-2	45	155	169	157
East South Central.....	-3	-3	0	41	-3	-3	37	138	137	138
West South Central.....	+10	-2	+5	116	+8	-5	102	112	109	115
Mountain.....	+12	+1	+10	38	+29	+4	31	167	160	162
Pacific.....	+17	+4	+7	176	+3	0	128	99	106	104
Specialty-line grocery wholesalers.....	-6	+1	-13	251	-22	+5	167	89	109	89
Middle Atlantic.....	-14	-1	-21	113	-26	-5	69	67	72	72
East North Central.....	+8	+3	0	38	-15	+8	31	79	108	74
West North Central.....	-6	-3	-12	10	-42	+7	7	156	214	140
South Atlantic.....	+20	+7	-1	13	-5	-8	9	97	115	119
South Central.....	-15	+2	-13	14	-18	-7	5	96	107	110
Pacific.....	+7	+1	-2	38	-20	+3	31	82	117	83
Dairy, poultry products distributors.....	+9	+1	+2	686	+1	+12	465	34	39	31
New England.....	+27	+3	+7	22	+20	-15	14	29	30	36
Middle Atlantic.....	+5	-2	-1	129	+14	+15	75	31	28	27
East North Central.....	+7	+2	-1	153	+18	+24	96	37	35	30
West North Central.....	+11	+10	-3	40	-14	+4	32	55	71	66
South Atlantic.....	+17	+1	+13	113	-26	+4	91	25	51	25
South Central.....	+16	-1	+12	79	-21	+1	48	29	42	29
Pacific.....	+2	+1	+2	138	+5	+17	100	41	42	35
Fresh fruit, vegetable wholesalers.....	+2	+3	+8	328	-6	-5	242	26	31	29
New England.....	-17	+25	-1	21	-18	-4	17	19	19	25
Middle Atlantic.....	+2	+5	+10	36	(x)	(x)	(x)	(x)	(x)	(x)
East North Central.....	0	+6	+8	43	-16	+4	29	20	26	22
West North Central.....	+6	+1	+11	58	-3	-8	52	22	24	24
South Atlantic.....	+1	-5	+7	31	+9	-3	19	28	30	29
South Central.....	+5	+5	+3	31	-23	-14	19	38	48	45
Mountain.....	-15	-3	+2	29	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+11	-1	+10	79	+8	-12	62	22	21	24
Drug wholesalers (general and specialty lines).....	+14	+2	+9	318	+7	0	227	158	166	160
New England.....	+17	+7	+9	21	+7	0	14	139	146	144
Middle Atlantic.....	+10	+5	+10	74	+4	+1	44	142	153	140
East North Central.....	+12	+2	+8	58	+3	0	40	144	141	147
West North Central.....	+6	+1	+4	23	+5	+1	22	198	201	196
South Atlantic.....	+16	+1	+11	43	+3	-1	36	179	203	185
East South Central.....	+14	+2	+7	14	+4	-3	11	185	204	194
West South Central.....	+15	+3	+8	42	+4	0	32	189	211	194
Mountain.....	+5	-4	+15	13	-8	-2	9	205	242	195
Pacific.....	+20	0	+13	30	+17	-1	19	138	136	140
Tobacco distributors.....	+11	+5	+4	258	+10	+4	122	63	61	63
New England.....	+28	+10	+11	29	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+4	+5	+1	38	+10	+4	19	76	62	76
East North Central.....	+12	+5	+6	53	+17	+5	37	62	60	63
West North Central.....	+8	0	+3	15	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	+8	+2	+3	29	+2	-1	20	74	75	74
South Central.....	+23	+3	+7	36	+8	+1	17	51	59	52
Pacific.....	+6	+3	+3	44	+24	+10	10	67	55	61
Dry goods, apparel wholesalers.....	+17	-1	+6	401	+4	+1	206	211	251	205
New England.....	0	+7	+5	19	-23	+2	10	206	325	242
Middle Atlantic.....	+22	0	+6	277	+6	+1	127	199	240	188
East North Central.....	+10	-7	+5	26	+7	+6	15	163	170	156
West North Central.....	+6	-12	-5	17	+2	-1	11	275	297	273
South Atlantic.....	+10	-12	+8	21	+2	+3	16	226	326	198
South Central.....	+10	+11	+14	17	+8	+3	13	295	297	329
Pacific.....	+9	-2	+13	22	+12	-2	12	252	244	270
Furniture, home furnishings wholesalers.....	+18	-2	+13	261	+1	-1	182	176	221	174
New England.....	+12	-2	+6	19	-7	-3	16	131	181	133
Middle Atlantic.....	+15	-5	+8	79	-6	-2	45	181	234	183
East North Central.....	+27	+3	+15	55	+9	+3	46	155	184	152
West North Central.....	+1	-22	+11	18	+6	-1	14	230	236	206
South Atlantic.....	+18	+4	+12	35	+5	-5	19	228	299	243
South Central.....	+25	+2	+20	24	+16	-2	22	232	255	229
Pacific.....	+21	-4	+29	24	-4	+1	14	169	257	155

See page 4 for footnotes.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS--Continued

MAY 1955

Kind of business and geographic division	Sales				Inventory, end-of-month (at cost) ¹			Stock-sales ratios ¹ (percent)		
	Percent change,			Number of establish- ments re- porting May 1955	Percent change, May 1955 from--		Number of establish- ments re- porting May 1955	May 1955	May 1954	Apr. 1955
	May 1955 from--		5 mo. 1955 from 5 mo. 1954							
	May 1954	Apr. 1955			May 1954	Apr. 1955				
Automotive equipment, tire-tube wholesalers.....	+13	0	+12	581	-1	0	413	255	273	258
Middle Atlantic.....	+10	0	+6	73	+3	0	49	184	180	198
East North Central.....	+28	-6	+21	102	+3	+2	77	264	269	244
West North Central.....	+10	0	+7	68	+6	-1	27	254	223	246
South Atlantic.....	+20	+2	+19	65	0	-1	44	239	280	245
East South Central.....	+21	+5	+16	57	+13	+1	55	270	274	264
West South Central.....	+6	+4	+2	84	-5	0	80	313	355	324
Mountain.....	+14	+4	+17	41	-8	-4	36	282	344	296
Pacific.....	+11	+4	+13	79	-13	-1	36	201	226	214
Electrical equipment and supplies wholesalers ³	+22	+9	+9	565	+5	0	543	157	176	171
New England.....	+36	+24	+1	35	-5	0	31	134	205	227
Middle Atlantic.....	+3	+8	+1	69	-1	+2	66	147	146	155
East North Central.....	+36	+26	+3	146	-2	-4	143	157	187	183
West North Central.....	+23	+1	+8	61	+11	+6	59	178	188	168
South Atlantic.....	+16	+5	+13	83	+6	-2	80	158	181	171
East South Central.....	+30	+20	+19	35	+13	-6	35	144	178	183
West South Central.....	+25	0	+22	60	+15	+2	57	185	210	181
Mountain.....	+33	0	+11	23	+4	-7	23	167	213	181
Pacific.....	+28	+6	+21	53	+7	-4	49	138	160	151
Electrical appliances, electronic parts distributors..	+16	0	+7	287	+17	+5	230	192	200	184
New England.....	+10	-9	0	19	+6	+1	15	165	180	187
Middle Atlantic.....	+2	+1	+4	68	+10	+6	48	182	186	175
East North Central.....	+20	-4	+7	56	+24	+6	51	190	190	169
West North Central.....	+34	+12	+7	24	+8	+7	19	159	187	169
South Atlantic.....	+20	-5	+10	45	+15	+5	36	228	232	210
East South Central.....	+35	-6	+13	8	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	+10	0	+8	14	+23	+12	13	214	208	181
Pacific.....	+37	+7	+15	43	+19	+8	32	202	228	200
Hardware wholesalers.....	+14	+5	+7	206	+3	0	169	234	263	244
Middle Atlantic.....	+8	+3	+7	28	+11	+1	19	212	200	203
East North Central.....	+9	+3	+2	37	+4	0	33	207	215	218
West North Central.....	+12	+4	+1	22	+6	+2	21	251	267	254
South Atlantic.....	+23	+8	+10	27	+1	-3	15	270	344	306
East South Central.....	+16	+2	+13	24	0	+3	22	252	297	242
West South Central.....	+14	-1	+6	21	0	-1	17	219	275	224
Mountain.....	+25	+15	+21	11	0	-1	9	339	392	370
Pacific.....	+20	+7	+15	32	-1	+1	30	249	313	265
Plumbing, heating goods wholesalers.....	+23	+5	+15	336	+8	-1	243	209	240	218
New England.....	+11	+2	+11	13	+9	+1	7	419	455	456
Middle Atlantic.....	+16	0	+7	106	+3	-2	65	185	229	193
East North Central.....	+29	+4	+13	53	+11	-2	48	177	203	188
West North Central.....	+5	-2	+10	30	+8	+2	29	256	230	245
South Atlantic.....	+30	+10	+21	43	+12	+1	32	202	229	221
South Central.....	+20	+21	+15	45	+5	+2	30	265	278	272
Pacific.....	+26	+4	+29	38	+10	0	27	246	283	250
Lumber, construction materials dealers.....	+26	+7	+20	515	+12	+1	341	111	119	117
New England.....	+43	+21	+19	24	+12	0	21	91	107	94
Middle Atlantic.....	+20	+8	+14	115	+1	-2	74	98	107	107
East North Central.....	+26	+9	+23	119	+23	+1	52	130	124	138
West North Central.....	+26	+3	+15	39	+25	+2	27	95	92	95
South Atlantic.....	+40	+6	+26	39	+1	0	28	108	119	114
South Central.....	+33	+7	+20	77	+13	+2	57	134	161	148
Pacific.....	+28	+5	+27	85	+13	+7	66	121	144	119
Industrial machinery, equipment, supplies distributors	+12	+5	+9	923	+5	+2	718	170	189	175
New England.....	+22	+9	+12	15	+23	+7	6	100	116	143
Middle Atlantic.....	+7	+7	+10	74	+2	+1	44	159	191	166
East North Central.....	+11	+2	+14	112	-11	0	79	146	195	152
West North Central.....	+7	+14	+9	75	+15	+4	68	131	120	140
South Atlantic.....	0	-4	+11	37	+4	+4	29	151	138	137
South Central.....	+20	+5	+5	488	+12	+2	390	211	221	210
Mountain.....	+19	+5	+14	55	+2	+2	49	164	241	168
Pacific.....	+8	-4	+2	67	-2	+1	53	259	248	243

x Insufficient data to show separately.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.² Not affiliated with voluntary groups or cooperative groups.³ Includes general-line electrical goods, wire supplies, construction materials and apparatus wholesalers.⁴ Totals include data for some kinds of business not shown separately.

Note: Firms reporting in this survey are part of a probability sample representing merchant wholesalers in all kinds of business. Each firm selected in the sample has an assigned weight which reflects its probability of selection (or, in other terms, the number of firms in the trade which it represents in the sample). Large firms are selected with certainty, thus having a weight of one (1). Other firms are sampled at varying rates, depending upon sizes, with smaller firms having a lower probability of selection and thus a larger weight.

Sales and inventory figures reported for any firm are multiplied by this weight and the results summarized to obtain percentage changes and stock-sales ratios.

Data on reported dollar values, previously shown as a measure of coverage, are now omitted since the trend data are based on weighted values. The number of establishments in the sample, from which reports were received in time for tabulation, are shown as an indication of coverage.

831w
MONTHLYWHOLESALE TRADE
REPORT

U. S. DEPARTMENT OF COMMERCE

Sinclair Weeks, Secretary

THE LIBRARY OF THE

BUREAU OF THE CENSUS

Robert W. Burgess, Director

UNIVERSITY OF ILLINOIS

JUNE 1955

FOR RELEASE
AUGUST 5, 1955

SALES AND INVENTORIES

Data shown in this report are based on reports submitted by a reporting panel of over 11,000 establishments which are representative of all merchant wholesaler firms in the country (see note on page 4). The reporting panel is part of a probability sample recently developed by the Bureau of the Census to provide national dollar volume estimates of sales and inventories of merchant wholesalers by kind of business.

Sales

June 1955 sales of merchant wholesalers were up 4 percent over May and were 11 percent higher than June a year ago. Cumulative sales for the first half of 1955 were 9 percent higher than sales in the comparable period of 1954.

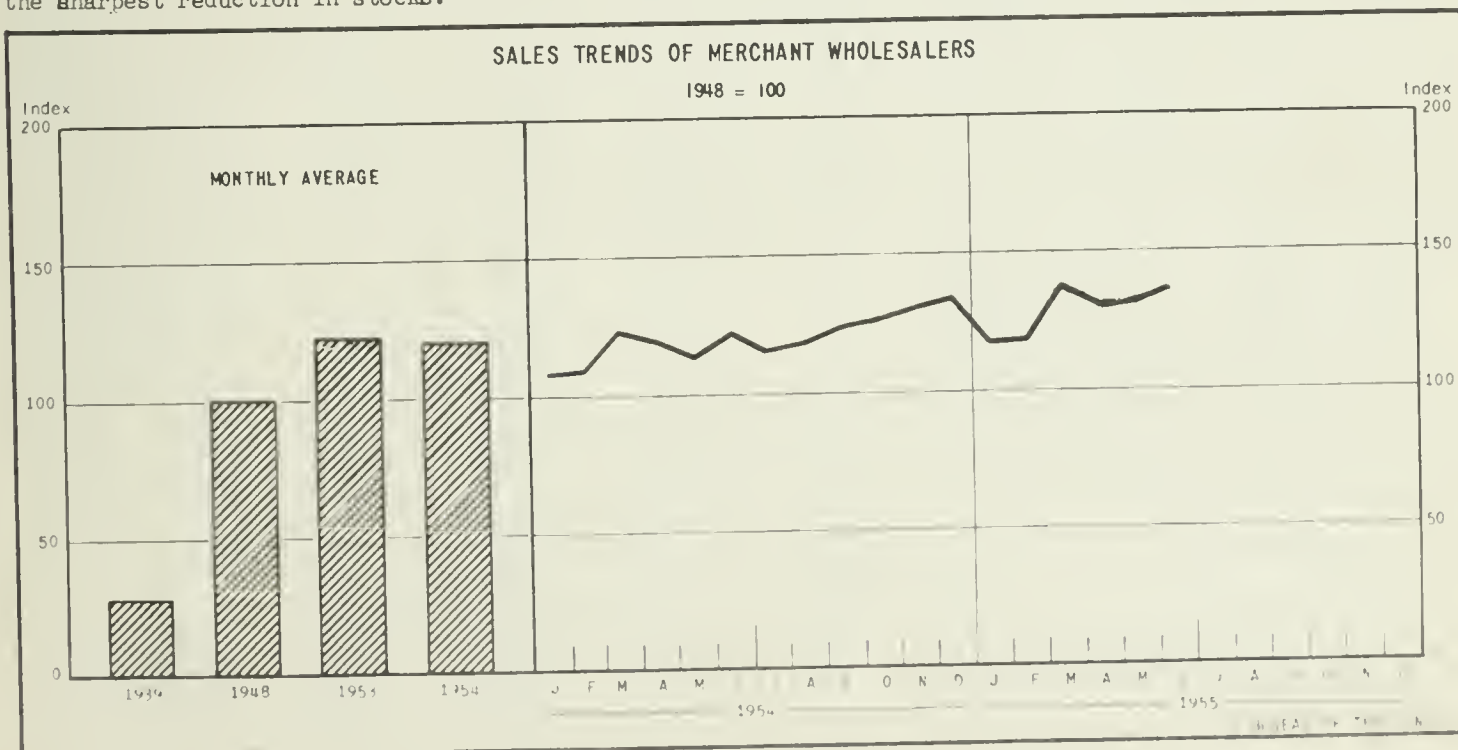
Most trades indicated moderate increases in sales over the previous month with wine, and distilled spirits (14%) showing the principal gain. The sharpest decline, 22 percent, was noted for farm supplies. Other declines (1% to 3%) were reported for furniture, home furnishings, inedible farm products, jewelry, and coal. Compared with a year ago, sales declines were reported in only three trades--inedible farm products (10%), farm supplies (7%), and specialty-line grocers (3%)--while fresh fruit and vegetables showed no change from a year ago. All other trades reflected higher sales than a year ago with durable goods trades showing the larger gains. For the sixth consecutive month, iron and steel scrap accounted for the most substantial gain (70%) over year-ago sales. First-half 1955 sales were well ahead of a year ago in all but two trades--specialty-line grocers (-9%) and inedible farm products (-1%).

The Mountain Division--up 11 percent--indicated the principal increase over previous month sales. Most other divisions reported gains ranging from 3 to 6 percent. The East South Central Division (-1%) and the West North Central Division showed virtually no change from a month earlier. Compared with a year ago, sales gains were experienced in all but one geographic division--New England--which reported sales at about the same level as in June a year ago.

Inventories

Inventories (valued at cost) of wholesalers at the end of June decreased slightly (1%) from the previous month, but were 3 percent above stocks on hand a year ago. Based on reports of establishments submitting inventory figures in conjunction with sales data, the June stock-sales ratio of 116 percent was 6 points below the previous month and 8 points below the ratio for June 1954.

Inventories of coal wholesalers were up 17 percent over May, a normal increase for this trade. All other trades showed only small changes from the previous month (under 6%). Larger changes, most of them increases, were reported in comparison with year-ago inventories. Motor-vehicle distributors indicated the largest increase (17%) while specialty-line grocers (-23%) and iron and steel scrap dealers (-20%) noted the sharpest reduction in stocks.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

For sale by the Bureau of the Census: single copy--10¢, annual subscription--\$1.00

Table 1.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS

JUNE 1955											
Kind of business	Sales				Inventory, end-of-month (at cost)			Stock-sales ratios ¹ (percent)			
	Percent change		6 mo. 1955 from 6 mo. 1954	Number of establish- ments re- reporting June 1955	Percent change, June 1955 from--		Number of estab- lishments reporting June 1955	June 1955	June 1954	May 1955	
	June 1955 from--										
	June 1954	May 1955									
Merchant wholesalers.....	+11	+4	+9	11,375	+3	-1	8,132	116	124	122	
Grocery, confectionery, meat wholesalers.....	+2	+4	-1	1,362	-9	-1	1,045	77	84	80	
General-line grocery wholesalers.....	+5	+4	+4	813	-2	-2	676	105	109	111	
Nonaffiliated ²	+4	+3	+2	616	-4	-2	529	114	116	122	
Voluntary groups.....	+8	+6	+4	182	-3	-3	139	89	102	97	
Retailer-cooperative.....	+4	+3	+12	15	(x)	(x)	(x)	(x)	(x)	(x)	
Specialty-line grocery wholesalers.....	-3	+4	-9	293	-23	+1	187	75	82	76	
Confectionery wholesalers.....	+6	+4	+3	97	+12	0	57	69	66	72	
Meat, meat products wholesalers.....	+7	+4	+2	159	+5	-5	125	18	20	19	
Edible farm products distributors.....	+3	+7	+4	990	+8	0	670	128	128	130	
Dairy, poultry products distributors.....	+7	+6	+3	668	+8	+2	448	35	35	36	
Fresh fruit, vegetable wholesalers.....	0	+8	+6	322	+5	-6	222	18	16	21	
Beer, wine, distilled spirits wholesalers.....	+9	+13	+5	462	+4	+2	414	96	107	107	
Beer distributors.....	+5	+11	+4	110	+7	+3	94	58	58	62	
Wine, distilled spirits wholesalers.....	+13	+14	+6	352	+2	+2	320	124	156	144	
Drugs, chemicals, allied products wholesalers.....	+11	+2	+9	645	+8	+2	447	139	146	142	
Drug wholesalers (general and specialty lines).....	+6	+1	+9	303	+6	-1	224	160	161	164	
Industrial chemicals, explosives wholesalers.....	+24	+4	+10	196	+10	+4	142	87	98	86	
Paint, varnish wholesalers.....	+19	+9	+12	146	+13	-2	81	149	170	168	
Tobacco distributors.....	+7	+9	+5	274	+5	0	124	57	60	64	
Dry goods, apparel wholesalers.....	+12	+3	+7	432	+3	-1	220	196	225	201	
Clothing, furnishings, footwear wholesalers.....	+11	0	+4	107	0	0	54	196	244	195	
Dry goods wholesalers (general and specialty lines).....	+6	+4	+4	188	+2	+1	92	211	225	207	
Piece goods converters.....	+20	+4	+13	137	+10	-3	74	177	204	199	
Furniture, home furnishings wholesalers.....	+19	-2	+14	278	+9	+1	162	158	175	159	
Furniture wholesalers.....	+14	-1	+16	86	-3	+3	55	147	169	163	
Home furnishings, floor coverings wholesalers.....	+21	-3	+13	192	+14	+1	107	162	178	158	
Paper, allied products wholesalers.....	+11	+6	+9	516	+5	0	372	114	121	120	
Paper wholesalers.....	+11	+6	+9	342	+6	0	275	107	114	113	
Stationery, wallpaper wholesalers.....	+11	+6	+7	174	+1	0	97	208	221	220	
Inedible farm products merchants.....	-10	-1	-1	253	-7	-6	192	117	124	122	
Automotive wholesalers.....	+19	+4	+15	624	+11	0	423	158	164	163	
Motor-vehicle distributors.....	+31	+5	+21	65	+17	0	50	94	112	95	
Automotive equipment, tire-tube wholesalers.....	+13	+7	+12	559	+9	0	373	214	206	223	
Electrical, electronic, appliance goods distributors.....	+8	+4	+8	896	+13	-2	779	159	146	170	
Electric equipment, supplies wholesalers ³	+10	+6	+9	581	+12	-1	536	147	140	159	
Electrical appliances, TV and radio sets and parts, and electronic parts, equipment distributors.....	+4	+4	+7	315	+14	-3	243	174	153	184	
Hardware, plumbing, heating goods wholesalers.....	+8	+3	+10	581	+6	+2	413	225	224	228	
Hardware wholesalers.....	+7	+3	+7	225	+5	+3	180	261	265	260	
Plumbing, heating goods distributors.....	+9	+4	+13	356	+8	0	233	175	171	182	
Lumber, construction materials distributors.....	+17	+4	+19	530	+7	-3	346	105	109	113	
Lumber, millwork wholesalers.....	+18	+4	+22	299	+9	-2	210	119	122	128	
Construction materials distributors.....	+16	+4	+15	231	+1	-5	136	74	82	82	
Machinery, equipment, supplies distributors.....	+15	+5	+11	1,928	+4	0	1,518	162	184	172	
Air conditioning, commercial refrigeration equip- ment distributors.....	+13	+8	+14	115	+2	0	76	136	140	151	
Commercial machines, equipment distributors.....	+16	+6	+9	112	-6	0	84	139	177	147	
Industrial machinery, equipment, supplies houses ⁴	+12	+5	+9	884	+4	-1	718	166	190	179	
Professional equipment, supplies houses ⁴	+12	+6	+9	403	+9	-1	313	189	199	205	
Surgical, medical, hospital supply houses.....	+12	+9	+12	73	+6	0	34	121	121	130	
Service establishment equipment, supplies houses.....	+11	+4	+8	162	0	+2	119	168	165	170	
Other machinery, equipment distributors.....	+20	+5	+18	252	+6	+1	208	162	187	166	
Metals, metalwork (except scrap) distributors.....	+34	+3	+26	318	-3	+1	235	130	183	131	
Iron, steel and products distributors.....	+37	+4	+25	224	-3	+1	170	156	235	157	
Nonferrous metals distributors.....	+28	+2	+28	94	-3	-1	65	67	84	71	
Iron-steel scrap, waste materials dealers.....	+58	+2	+59	288	-15	-3	188	54	107	56	
Iron-steel scrap dealers.....	+70	0	+84	163	-20	-5	113	60	126	59	
Waste materials dealers.....	+43	+5	+34	125	-1	+5	75	45	71	48	
Other merchant wholesalers ⁴	+10	-2	+9	998	0	+3	584	100	101	93	
Amusement, sporting goods wholesalers.....	+1	+10	+7	144	-3	+3	105	168	181	172	
Book, periodical, newspaper wholesalers.....	+12	+1	+7	121	-2	+4	39	99	111	89	
Coal wholesalers.....	+28	-2	+16	223	0	+17	119	46	40	58	
Farm supplies wholesalers.....	-7	-22	+4	204	+11	+2	161	112	76	83	
Jewelry wholesalers.....	+3	-2	+9	118	-1	+6	55	281	268	231	

See page 4 for footnotes.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS

JUNE 1955

Kind of business and geographic division	Sales				Inventory, end-of-month (at cost)			Stock-sales ratios ¹ (percent)		
	Percent change		6 mo. 1955 from 6 mo. 1954	Number of establish- ments re- porting June 1955	Percent change, June 1955 from--		Number of establish- ments re- porting June 1955	June 1955	June 1954	May 1955
	June 1955 from--				June 1954	May 1955				
	June 1954	May 1955								
Merchant wholesalers, total ⁴	+11	+4	+9	11,375	+3	-1	8,132	116	124	122
New England.....	0	+3	+7	563	-3	+3	332	128	128	131
Middle Atlantic.....	+8	+6	+7	2,524	-1	0	1,505	103	113	105
East North Central.....	+14	+5	+11	2,317	+5	+1	1,783	108	118	112
West North Central.....	+9	0	+6	1,096	+5	0	829	128	132	128
South Atlantic.....	+14	+3	+12	1,191	+7	-4	896	126	133	132
East South Central.....	+9	-1	+5	486	+5	-5	376	141	139	147
West South Central.....	+9	+3	+5	1,326	+1	-1	1,067	151	157	156
Mountain.....	+14	+11	+13	414	+13	-2	338	164	153	164
Pacific.....	+16	+6	+12	1,458	+6	0	1,006	107	115	117
General-line grocery wholesalers.....	+5	+4	+4	813	-2	-2	676	105	109	113
Middle Atlantic.....	-6	-3	-1	88	-5	0	80	108	111	112
East North Central.....	+6	+5	+5	120	+7	0	98	103	106	110
West North Central.....	+7	+5	+5	143	-5	-2	132	102	112	109
South Atlantic.....	+11	+6	+4	73	+5	-7	51	118	126	134
East South Central.....	-10	-5	-1	37	0	-5	34	117	123	120
West South Central.....	+4	+5	+5	123	0	-2	112	110	115	117
Mountain.....	+7	+5	+10	43	-9	-2	36	280	153	300
Pacific.....	+7	+7	+7	175	-15	-2	128	74	90	83
Specialty-line grocery wholesalers.....	-3	+4	-9	293	-23	+1	187	75	82	76
New England.....	-2	+3	0	21	-60	+6	10	66	122	66
Middle Atlantic.....	-13	0	-16	125	-21	+1	78	61	65	59
East North Central.....	+11	+7	+2	43	-2	+7	34	76	87	74
West North Central.....	-20	-14	-14	14	-35	0	13	132	185	132
South Atlantic.....	+34	+27	+9	29	-13	-2	15	60	98	71
South Central.....	+7	+9	-10	19	-40	+1	11	(x)	(x)	(x)
Pacific.....	-6	+1	-3	41	-26	-6	25	59	71	58
Dairy, poultry products distributors.....	+7	+6	+3	668	+8	+2	448	35	35	36
New England.....	-4	0	+6	18	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+2	+8	-1	129	-1	+1	70	29	31	30
East North Central.....	+3	+6	0	134	+25	+5	86	37	31	37
West North Central.....	+41	+7	+6	47	+11	+12	32	118	133	103
South Atlantic.....	+15	+6	+13	108	-10	-2	85	22	28	25
South Central.....	+14	+6	+12	84	-10	-2	51	17	42	20
Pacific.....	+2	+2	+2	137	+13	-2	105	33	30	35
Fresh fruit, vegetable wholesalers.....	0	+8	+6	322	+5	-6	222	18	16	21
New England.....	-11	-2	-2	22	+8	-16	15	6	3	7
Middle Atlantic.....	-5	+7	+6	42	+4	-7	20	17	16	22
East North Central.....	+1	+15	+6	54	+3	-9	36	11	9	15
West North Central.....	-15	+6	+8	47	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	+4	+8	+6	34	+9	-3	20	23	22	23
South Central.....	+5	-4	+4	32	+2	-1	17	28	34	33
Pacific.....	+12	+10	+10	64	+10	-7	49	23	24	26
Drug wholesalers (general and specialty lines).....	+6	+1	+9	303	+6	-1	224	160	161	164
New England.....	+4	+5	+9	19	+3	-1	15	146	147	154
Middle Atlantic.....	0	-1	+8	74	-1	-1	47	163	163	162
East North Central.....	+7	+3	+8	49	0	-3	37	136	140	142
West North Central.....	+2	0	+4	24	+9	0	21	136	125	133
South Atlantic.....	+15	+2	+11	44	+30	-1	34	175	158	180
East South Central.....	+6	0	+7	13	+5	+2	12	216	218	211
West South Central.....	+11	-1	+8	35	+3	-3	29	202	218	206
Mountain.....	+16	+3	+15	15	+11	-3	11	144	203	153
Pacific.....	+7	+2	+12	30	+10	+1	18	149	142	151
Tobacco distributors.....	+7	+9	+5	274	+5	0	124	57	60	64
New England.....	+2	+12	+9	22	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	0	+7	+1	53	+8	+2	23	58	51	61
East North Central.....	+3	+9	+5	50	+10	-1	31	73	68	82
West North Central.....	+10	+10	+5	25	+8	+5	17	47	49	50
South Atlantic.....	+19	+13	+6	28	+4	-6	21	59	69	73
South Central.....	+4	0	+6	40	-4	-11	14	44	47	52
Pacific.....	+41	+22	+12	39	(x)	(x)	(x)	(x)	(x)	(x)
Dry goods, apparel wholesalers.....	+12	+3	+7	432	+3	-1	220	196	225	201
New England.....	+33	-6	+7	23	+1	+5	12	141	212	129
Middle Atlantic.....	+10	+5	+7	276	+8	0	122	191	211	202
East North Central.....	+15	-5	+8	51	-13	-3	35	209	278	190
West North Central.....	+25	+16	-1	17	+2	-6	12	226	278	286
South Atlantic.....	+16	-11	+9	20	-2	+2	15	210	249	185
South Central.....	-5	-8	+12	18	0	0	14	239	232	224
Pacific.....	+8	-1	+12	25	+17	-2	8	174	141	170
Furniture, home furnishings wholesalers.....	+19	-2	+14	278	+9	+1	162	158	175	159
Middle Atlantic.....	+17	-6	+10	91	+16	+6	39	140	153	137
East North Central.....	+32	+1	+19	64	+3	-8	42	129	170	148
West North Central.....	+27	+12	+14	19	+22	+3	16	178	205	200
South Atlantic.....	+11	+7	+12	36	-10	+3	17	323	395	307
South Central.....	+10	-15	+18	30	+12	+3	25	227	220	201
Pacific.....	+13	-2	+26	25	+2	0	15	164	145	167

See page 4 for footnotes.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS--Continued

JUNE 1955

Kind of business and geographic division	Sales				Inventory, end-of-month (at cost)			Stock-sales ratios ¹		
	Percent change,			Number of establish- ments re- porting June 1955	Percent change, June 1955 from--		Number of establish- ments re- porting June 1955	(percent)		
	June 1955 from--		June 1954		May 1955	June 1955		June 1954	May 1955	
	June 1954	May 1955								
Automotive equipment, tire-tube wholesalers.....	+13	+7	+12	559	+9	0	373	214	206	223
Middle Atlantic.....	+15	+8	+8	91	0	-2	44	203	203	211
East North Central.....	+11	+8	+19	98	+1	+5	80	165	164	166
West North Central.....	+16	+7	+9	61	+16	-2	20	244	229	280
South Atlantic.....	+15	+5	+18	69	+16	-2	46	220	207	231
East South Central.....	+17	+4	+17	72	+17	+2	69	305	285	307
West South Central.....	+1	+5	+2	32	+1	-1	27	169	168	175
Mountain.....	+10	-2	+16	43	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+18	+7	+14	78	+18	+1	45	225	269	261
Electrical equipment and supplies wholesalers ³	+10	+6	+9	581	+12	-1	536	147	140	159
New England.....	-4	+2	0	37	+4	0	25	143	114	139
Middle Atlantic.....	+18	+16	+4	73	+16	0	64	127	124	150
East North Central.....	+3	+10	+3	159	+8	-1	150	159	143	175
West North Central.....	0	+3	+7	60	+19	0	57	187	159	189
South Atlantic.....	+18	-1	+14	81	+10	-4	80	147	156	162
East South Central.....	+4	-6	+17	32	+35	0	32	174	135	163
West South Central.....	+9	-6	+19	63	0	-3	60	138	151	134
Mountain.....	+30	+10	+18	22	+9	-4	22	131	161	151
Pacific.....	+24	+4	+22	54	+32	-2	46	136	135	153
Electrical appliances, electronic parts distributors..	+4	+4	+7	315	+14	-3	243	174	153	184
New England.....	+12	+22	+3	27	+20	+2	20	117	110	172
Middle Atlantic.....	0	+11	+3	68	-7	-7	42	183	192	226
East North Central.....	-1	+8	+5	68	+24	-3	58	176	135	158
West North Central.....	-5	+1	+4	21	+10	-1	15	214	173	204
South Atlantic.....	+4	+1	+5	50	+16	-1	39	195	172	200
East South Central.....	-1	-7	+9	11	+32	-3	11	174	132	168
West South Central.....	+3	+4	+7	20	+16	+1	19	193	145	197
Pacific.....	+36	+8	+19	45	+28	-6	34	156	156	178
Hardware wholesalers.....	+7	+3	+7	225	+5	+3	180	261	265	260
Middle Atlantic.....	+7	+6	+7	33	-2	-1	21	245	255	259
East North Central.....	+3	-1	+2	41	-1	0	31	225	229	220
West North Central.....	-2	+1	0	17	+7	+2	16	277	243	277
South Atlantic.....	+9	-1	+10	24	+6	+3	18	300	312	279
East South Central.....	+9	+2	+12	23	+3	+4	21	244	243	232
West South Central.....	+7	+3	+6	27	+1	0	25	253	282	264
Mountain.....	+23	+4	+22	23	+31	-3	19	280	266	302
Pacific.....	+14	+12	+15	27	+2	+11	24	274	304	275
Lumber, heating goods wholesalers.....	+9	+4	+13	356	+8	0	233	175	171	182
New England.....	+14	+8	+12	16	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+1	+8	+6	105	+1	+1	56	173	186	207
East North Central.....	+14	+7	+13	61	+16	+2	45	168	152	168
West North Central.....	+2	+5	+8	32	+5	+1	29	169	159	176
South Atlantic.....	+16	+3	+20	53	+12	-3	45	182	196	190
South Central.....	+10	-5	+14	44	+13	0	37	201	177	183
Pacific.....	+10	-1	+24	34	0	-2	8	121	106	134
Lumber, construction materials dealers.....	+17	+4	+19	530	+7	-3	346	105	109	113
New England.....	+19	+9	+19	16	-9	-4	15	137	170	154
Middle Atlantic.....	+10	+2	+13	97	+6	-2	67	123	137	131
East North Central.....	+23	+10	+23	112	-1	+2	56	69	87	76
West North Central.....	+23	+7	+17	56	+21	-4	31	137	68	139
South Atlantic.....	+42	+3	+30	53	+29	-6	38	77	85	87
South Central.....	+6	-3	+17	78	+5	+4	51	151	141	135
Pacific.....	+9	-1	+23	101	+11	-8	72	101	89	112
Industrial machinery, equipment, supplies distributors	+12	+5	+9	884	+4	-1	718	166	190	179
Middle Atlantic.....	+1	+1	+9	58	+13	-1	38	160	166	171
East North Central.....	+28	+1	+16	99	-2	-2	85	193	269	199
West North Central.....	+6	+2	+8	42	+10	+1	35	183	174	172
South Atlantic.....	-4	-2	+7	38	0	+1	35	178	159	173
South Central.....	+18	+6	+8	491	+3	-1	417	155	182	168
Mountain.....	+16	+5	+14	66	+4	-2	49	180	155	246
Pacific.....	+17	+13	+5	79	+13	0	55	116	118	135

x Insufficient data to show separately. r Revised from preliminary release, issued August 2, 1955.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.² Not affiliated with voluntary groups or cooperative groups.³ Includes general-line electrical goods, wire supplies, construction materials and apparatus wholesalers.⁴ Totals include data for some kinds of business not shown separately.

Note: Firms reporting in this survey are part of a probability sample representing merchant wholesalers in all kinds of business. Each firm selected in the sample has an assigned weight which reflects its probability of selection (or, in other terms, the number of firms in the trade which it represents in the sample). Large firms are selected with certainty, thus having a weight of one (1). Other firms are sampled at varying rates, depending upon sizes, with smaller firms having a lower probability of selection and thus a larger weight. Sales and inventory figures reported for any firm are multiplied by this weight and the results summarized to obtain percentage changes and stock-sales ratios.

Data on reported dollar values, previously shown as a measure of coverage, are now omitted since the trend data are based on weighted values. The number of establishments in the sample, from which reports were received in time for tabulation, are shown as an indication of coverage.

MONTHLY

WHOLESALE TRADE REPORT

U. S. DEPARTMENT OF COMMERCE
Sinclair Weeks, Secretary

BUREAU OF THE CENSUS
Robert W. Burgess, Director

JULY 1955

FOR RELEASE
SEPTEMBER 6, 1955

SALES AND INVENTORIES

Data shown in this report are based on reports submitted by a reporting panel of over 11,000 establishments which are representative of all merchant wholesaler firms in the country (see note on page 4). The reporting panel is part of a probability sample recently developed by the Bureau of the Census to provide national dollar volume estimates of sales and inventories of merchant wholesalers by kind of business.

Sales

July 1955 sales of merchant wholesalers were down 7 percent from June but were 8 percent higher than July a year ago. Cumulative sales for the first 7 months of 1955 were 8 percent higher than sales in the comparable period of 1954.

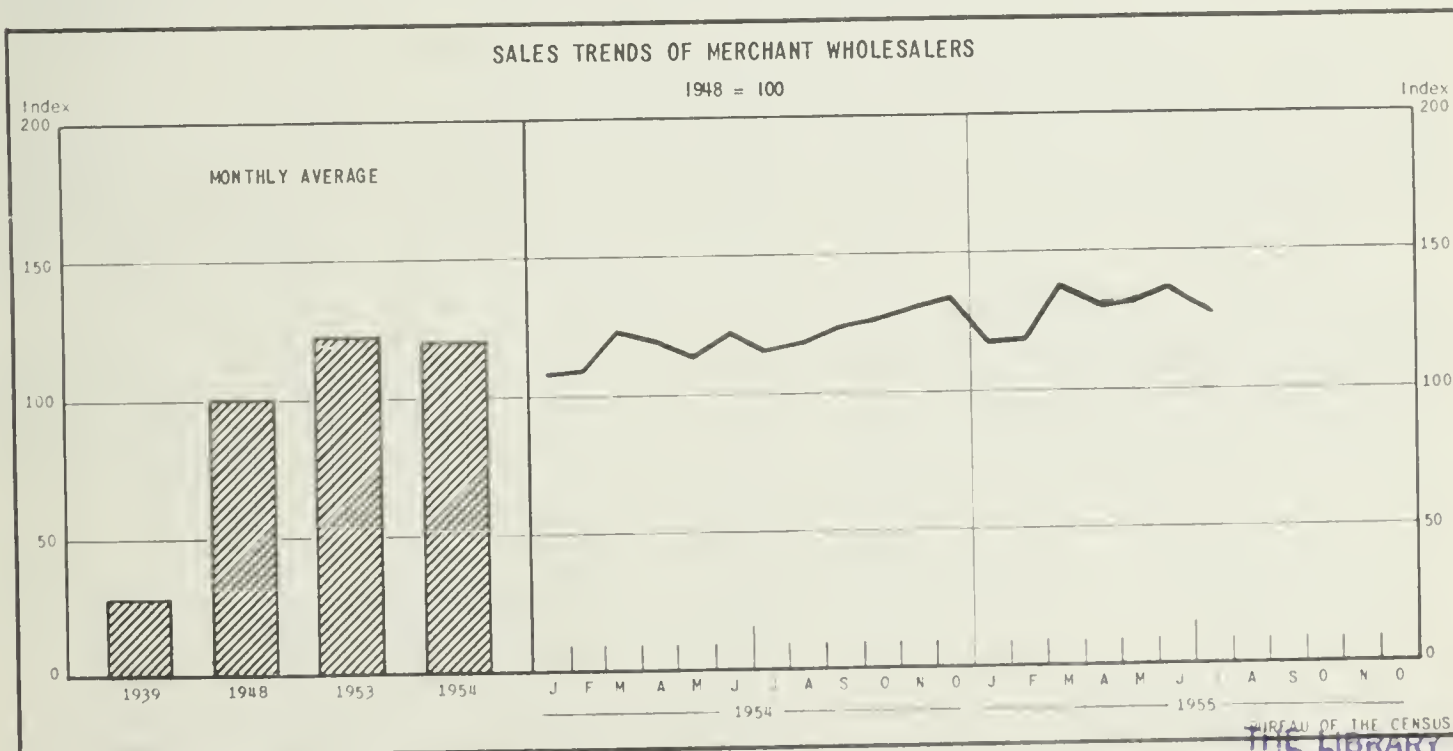
Piece goods converters, down 31 percent, noted the sharpest drop below June sales. Other large declines were shown by industrial chemicals (21%), farm supplies (24%), and jewelry (28%). Inedible farm products and books, periodicals, newspapers, each up 14 percent, led the six trades reporting gains. Compared with July sales a year ago, all but seven trades reported higher sales, with durable goods trades showing the larger gains. For the seventh consecutive month, iron and steel scrap accounted for the most substantial gain (58%) over year-ago sales. Jewelry, off 11 percent, reflected the largest decline.

The West North Central Division--up 3 percent--showed the only increase in sales over the previous month. All other divisions indicated declines ranging from 5 to 11 percent. All but one geographic division--East South Central (down 1%)--experienced sales increases over a year ago, the largest gain (12%) being reported in the East North Central Division.

Inventories

Inventories (valued at cost) of wholesalers at the end of July were at about the same level as a month earlier, but were slightly (1%) above stocks on hand a year ago. Based on reports of establishments submitting inventory figures in conjunction with sales data, the July stock-sales ratio of 119 percent was 7 points above the previous month, but 10 points below the ratio for July 1954.

Most trades showed only small changes in inventories. Inedible farm products, up 19 percent, and coal, up 18 percent, reflected substantially larger inventories than a month earlier, while beer showed a reduction of 12 percent in the same period. Specialty-line grocers reported the sharpest decrease (28%) from year-ago inventories. However, there were seven trades with inventories 12 to 24 percent larger than stocks on hand last July.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

For sale by the Bureau of the Census: single copy—10¢, annual subscription—\$1.00

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Table 1.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS

JULY 1955

Kind of business	Sales				Inventory, end-of-month			Stock-sales ratios ¹		
	Percent change			Number of establishments reporting, July 1955	(at cost)		(percent)			
	July 1955 from--		Percent change, July 1955 from--		Number of establishments reporting, July 1955	July 1955	July 1954	June 1955		
	July 1954	June 1955							July 1954	June 1955
Merchant wholesalers.....	+8	-7	+8	11,110	+1	0	8,083	119	129	112
Grocery, confectionery, meat wholesalers.....	-1	-7	-1	1,308	-10	+1	999	88	97	81
General-line grocery wholesalers.....	+1	-8	+4	783	+4	+2	649	111	107	102
Nonaffiliated ²	-2	-8	+1	591	+3	+4	507	128	126	111
Voluntary groups.....	+5	-5	+4	174	+3	+1	133	90	92	87
Retailer-cooperative.....	+6	-9	+10	19	+8	-1	10	88	84	78
Specialty-line grocery wholesalers.....	-4	-4	-9	291	-28	0	191	89	126	89
Confectionery wholesalers.....	+1	-11	+3	85	+5	-4	44	87	83	87
Meat, meat products wholesalers.....	+2	-12	+2	148	-6	-2	114	22	24	20
Edible farm products distributors.....	+2	-7	+4	868	+7	-2	598	30	29	29
Dairy, poultry products distributors.....	+4	-5	+3	662	+12	0	450	36	34	34
Fresh fruit, vegetable wholesalers.....	0	-10	+5	206	-6	-7	148	19	21	19
Beer, wine, distilled spirits wholesalers.....	+2	-6	+5	486	-1	-4	445	98	105	96
Beer distributors.....	+3	+7	+4	109	+4	-12	98	50	48	61
Wine, distilled spirits wholesalers.....	+1	-15	+6	377	-3	-1	347	143	168	122
Drugs, chemicals, allied products wholesalers.....	+7	-12	+9	794	-1	-1	557	142	149	123
Drug wholesalers (general and specialty lines).....	+6	-7	+8	336	0	-1	237	166	173	155
Industrial chemicals, explosives wholesalers.....	+8	-21	+9	322	-3	-2	256	94	89	71
Paint, varnish wholesalers.....	+11	-11	+11	136	+1	+1	64	147	165	135
Tobacco distributors.....	0	-5	+4	263	+1	-1	126	51	52	48
Dry goods, apparel wholesalers.....	+7	-17	+7	379	+6	+3	192	228	230	194
Clothing, furnishings, footwear wholesalers.....	+3	-6	+4	91	0	+4	47	203	214	185
Dry goods wholesalers (general and specialty lines).....	+8	-13	+5	166	+5	+3	84	238	249	199
Piece goods converters.....	+10	-31	+13	122	+17	+2	61	256	217	202
Furniture, home furnishings wholesalers.....	+11	-11	+14	265	+5	0	172	206	209	186
Furniture wholesalers.....	+11	-8	+15	106	+1	-4	64	183	201	181
Home furnishings, floor coverings wholesalers.....	+10	-13	+13	159	+7	+1	108	216	211	188
Paper, allied products wholesalers.....	+2	-12	+8	457	+3	-2	297	119	119	109
Paper wholesalers.....	+1	-12	+8	281	+3	-2	213	112	113	104
Stationery, wallpaper wholesalers.....	+9	-9	+8	176	+4	+1	84	176	179	158
Inedible farm products merchants.....	+9	+14	0	230	-11	+19	162	103	139	107
Automotive wholesalers.....	+8	-7	+14	627	+2	-2	431	158	167	149
Motor-vehicle distributors.....	+11	-14	+20	70	+9	-3	53	100	99	91
Automotive equipment, tire-tube wholesalers.....	+7	-4	+11	557	0	-1	378	196	204	190
Electrical, electronic, appliance goods distributors...	+17	+8	+9	871	+9	-7	768	137	150	161
Electrical equipment, supplies wholesalers ³	+14	+4	+10	552	+9	-6	522	133	140	147
Electrical appliances, TV and radio sets and parts, and electronic parts, equipment distributors.....	+20	+13	+9	319	+8	-9	246	141	161	177
Hardware, plumbing, heating goods wholesalers.....	+5	-7	+9	578	+7	-1	427	215	208	204
Hardware wholesalers.....	+5	-8	+7	214	+4	-1	179	250	252	233
Plumbing, heating goods distributors.....	+5	-6	+12	364	+13	-1	248	174	158	169
Lumber, construction materials distributors.....	+14	-10	+18	560	+16	-2	396	102	97	92
Lumber, millwork wholesalers.....	+17	-9	+21	327	+15	-3	256	111	108	103
Construction materials distributors.....	+8	-13	+13	233	+17	-1	140	86	78	74
Machinery, equipment, supplies distributors.....	+10	-9	+11	1,803	+1	+1	1,475	171	185	154
Air conditioning, commercial refrigeration equipment distributors.....	+6	+1	+12	104	-6	-8	79	104	109	113
Commercial machines, equipment, distributors.....	+11	-14	+9	150	+8	-1	101	154	155	130
Industrial machinery, equipment, supplies houses.....	+9	-7	+9	737	+3	+1	634	169	178	157
Professional equipment, supplies houses ⁴	+4	-6	+9	398	+8	-1	325	223	213	213
Surgical, medical, hospital supply houses.....	+13	-8	+13	55	+4	0	32	183	178	171
Service establishment equipment, supplies houses.....	+12	-16	+9	165	+1	+4	129	160	177	130
Other machinery, equipment distributors.....	+15	-13	+17	249	-3	+2	207	205	230	169
Metals, metalwork (except scrap) distributors.....	+31	-11	+27	328	-9	0	232	129	199	117
Iron, steel and products distributors.....	+39	-9	+27	233	-9	0	165	147	242	136
Nonferrous metals distributors.....	+16	-11	+26	95	-2	+1	67	36	89	32
Iron-steel scrap, waste materials dealers.....	+49	-9	+58	280	+19	-1	194	59	79	51
Iron-steel scrap dealers.....	+58	-9	+79	148	+14	-4	101	50	77	43
Waste materials dealers.....	+39	-10	+34	132	+24	+2	93	69	80	61
Other merchant wholesalers ⁴	+9	-12	+9	1,013	+2	+7	612	125	126	106
Amusement, sporting goods wholesalers.....	-2	-7	+6	135	+3	+2	94	205	171	188
Book, periodical, newspaper wholesalers.....	+5	+14	+7	113	-6	+2	35	131	123	165
Coal wholesalers.....	+36	-4	+19	230	+3	+18	120	65	86	51
Farm supplies wholesalers.....	-7	-24	+3	204	-6	+9	136	128	138	92
Jewelry wholesalers.....	-11	-28	+7	137	-4	+4	78	459	380	303

See page 4 for footnotes.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS
JULY 1955

Kind of business and geographic division	Sales				Inventory, end-of-month			Stock-sales ratios ¹		
	Percent change			Number of establishments reporting, July 1955	(at cost)		(percent)			
	July 1955 from--		Percent change, July 1955 from--		Number of establishments reporting, July 1955	July 1955	July 1954	June 1955		
	July 1954	June 1955								
Merchant wholesalers, total ⁴	+8	-7	+8	11,110	+1	0	8,083	119	129	112
New England.....	+6	-8	+7	525	-2	-3	331	127	141	118
Middle Atlantic.....	+6	-11	+7	2,513	0	-1	1,511	108	117	98
East North Central.....	+12	-7	+11	2,226	+4	0	1,718	102	113	95
West North Central.....	+9	+3	+7	1,052	+3	+3	834	133	143	136
South Atlantic.....	+13	-7	+12	1,149	0	-1	868	132	154	128
East South Central.....	-1	-7	+4	614	+5	-3	505	142	148	134
West South Central.....	+2	-5	+5	1,273	+4	-1	1,044	147	145	144
Mountain.....	+10	-6	+12	379	+1	-2	303	144	152	137
Pacific.....	+10	-8	+12	1,379	-1	+1	969	117	126	110
General-line grocery wholesalers.....	+1	-8	+4	783	+4	+2	649	111	107	102
Middle Atlantic.....	-2	-13	-1	83	+3	-5	75	114	99	105
East North Central.....	0	-10	+4	100	-2	+1	81	109	120	100
West North Central.....	-2	-2	+4	135	-3	0	130	94	94	93
South Atlantic.....	+1	-6	+3	60	+12	+5	45	139	145	119
East South Central.....	-8	-8	-2	55	+5	+12	45	119	114	92
West South Central.....	-1	-5	+4	122	+3	+1	111	117	105	109
Mountain.....	+26	+1	+12	40	+3	-3	33	88	101	89
Pacific.....	+10	-5	+8	171	+13	+7	124	87	85	83
Specialty-line grocery wholesalers.....	-4	-4	-9	291	-28	0	191	89	126	89
New England.....	-9	-3	-1	15	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-11	-4	-15	117	-23	-9	79	61	71	63
East North Central.....	-11	-1	0	46	-21	+7	24	92	115	84
West North Central.....	+27	-1	-10	11	-59	-2	7	107	422	101
South Atlantic.....	+36	+11	+14	30	-57	-1	21	107	214	129
South Central.....	0	-2	-9	33	0	+1	29	133	132	132
Pacific.....	-14	-17	-5	37	-38	+12	26	110	199	103
Dairy, poultry products distributors.....	+4	-5	+3	662	+12	0	450	36	34	34
New England.....	-14	-5	+4	19	-29	-28	12	22	24	26
Middle Atlantic.....	+3	-11	0	115	+13	+4	55	36	33	31
East North Central.....	+5	-3	0	145	+30	-3	97	36	29	35
West North Central.....	-4	-4	+5	46	-6	-4	41	69	69	68
South Atlantic.....	+7	0	+12	117	-8	-6	97	27	31	28
South Central.....	+4	-11	+11	73	+14	+8	42	27	21	20
Pacific.....	+7	+3	+3	132	+5	+4	98	35	37	36
Fresh fruit, vegetable wholesalers.....	0	-10	+5	206	-6	-7	148	19	21	19
New England.....	+8	+8	0	22	-11	-9	21	30	37	36
Middle Atlantic.....	+10	-9	+7	33	-31	-1	19	11	14	10
East North Central.....	-5	-14	+4	34	+20	-11	28	22	17	22
West North Central.....	-19	-4	+3	13	-17	+1	10	17	18	14
South Atlantic.....	+9	-10	+7	30	0	-5	14	10	17	11
South Central.....	-7	-19	+2	35	-24	-14	26	26	40	26
Pacific.....	0	-11	+9	22	+31	+7	17	13	12	13
Drug wholesalers (general and specialty lines).....	+6	-7	+8	336	0	-1	237	166	173	155
New England.....	+3	-8	+8	16	0	-1	13	150	154	141
Middle Atlantic.....	+6	-7	+8	68	0	+1	40	151	152	141
East North Central.....	+5	-8	+7	63	-5	-2	43	139	147	127
West North Central.....	+1	-11	+3	20	0	+1	18	179	174	164
South Atlantic.....	+10	-2	+11	41	0	0	33	172	188	167
East South Central.....	0	-3	+6	19	0	-3	15	209	200	209
West South Central.....	+6	-5	+8	58	0	+3	41	204	239	186
Mountain.....	+2	-13	+14	19	-2	-11	14	196	199	191
Pacific.....	+8	-8	+12	33	+6	-3	21	160	166	147
Tobacco distributors.....	0	-5	+4	263	+1	-1	126	51	52	48
New England.....	+2	+2	+8	24	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	0	-2	+1	46	+2	-2	25	46	42	46
East North Central.....	+10	-5	+6	45	+6	-2	31	36	44	36
West North Central.....	+2	-3	+4	28	-2	-7	20	62	65	65
South Atlantic.....	-11	-10	+3	32	+12	+6	26	71	63	60
South Central.....	-8	-10	+5	40	-12	0	15	59	54	51
Pacific.....	0	-5	+10	39	(x)	(x)	(x)	(x)	(x)	(x)
Dry goods, apparel wholesalers.....	+7	-17	+7	379	+6	+3	192	228	230	194
New England.....	-9	-19	+6	14	-3	-6	9	159	183	132
Middle Atlantic.....	+7	-21	+7	261	+11	+5	117	239	238	188
East North Central.....	+20	+5	+10	25	+4	0	15	153	116	182
West North Central.....	-16	+4	-3	20	-11	-2	15	291	289	297
South Atlantic.....	+24	0	+12	24	+8	+6	17	188	218	206
South Central.....	0	+17	+11	22	+3	+3	15	212	194	235
Pacific.....	+12	-21	+12	14	+3	-2	6	247	187	199
Furniture, home furnishings wholesalers.....	+11	-11	+14	265	+5	0	172	206	209	186
Middle Atlantic.....	+9	-5	+10	79	+1	+2	42	198	207	197
East North Central.....	+10	-16	+17	60	+8	+2	51	178	180	150
West North Central.....	-9	-23	+12	19	+6	+2	15	303	306	223
South Atlantic.....	+8	-14	+11	27	-10	-6	9	307	367	261
South Central.....	+11	-4	+17	30	+21	+3	27	194	188	188
Pacific.....	+30	-16	+26	33	-2	-7	13	185	167	159

See page 4 for footnotes.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS--Continued

JULY 1955										
Kind of business and geographic division	Sales				Inventory, end-of-month (at cost)			Stock-sales ratios ¹ (percent)		
	Percent change			Number of establish- ments re- porting July 1955	Percent change, July 1955 from--		Number of establish- ments re- porting July 1955	July 1955	July 1954	June 1955
	July 1955 from--		July 1955 from--							
	July 1954	June 1955								
					July 1954	June 1955				
Automotive equipment, tire-tube wholesalers.....	+7	-4	+11	557	0	-1	378	196	204	190
New England.....	+2	-8	+12	13	+6	-2	9	244	225	227
Middle Atlantic.....	+7	-4	+8	86	-16	+1	50	152	164	150
East North Central.....	+7	-6	+17	102	-5	-1	73	166	187	154
West North Central.....	+3	-4	+8	52	0	+1	9	265	258	240
South Atlantic.....	+25	-6	+19	53	+7	-2	39	209	229	204
East South Central.....	+2	+1	+14	76	+12	-5	75	216	229	230
West South Central.....	-3	-2	+1	41	-5	-3	29	232	218	245
Mountain.....	+15	-6	+16	46	+2	-2	40	184	189	173
Pacific.....	+7	-1	+13	88	+5	+1	54	198	202	189
Electrical equipment and supplies wholesalers ³	+14	+4	+10	552	+9	-6	522	133	140	147
New England.....	+18	+10	+1	32	-18	-15	32	110	162	143
Middle Atlantic.....	+26	+6	+6	68	-7	-3	62	144	191	155
East North Central.....	+15	+1	+5	155	+10	-7	146	121	125	131
West North Central.....	+1	+8	+5	62	+9	+1	59	149	142	179
South Atlantic.....	+12	+5	+14	80	+8	-6	76	135	141	151
East South Central.....	+5	+7	+14	32	+23	-3	28	122	128	137
West South Central.....	+5	+1	+17	55	+22	-9	53	159	133	178
Mountain.....	+9	-4	+17	21	+15	-4	21	149	141	149
Pacific.....	+28	+1	+22	48	+34	-2	46	120	118	126
Electrical appliances, electronic parts distributors..	+20	+13	+9	319	+8	-9	246	141	161	177
New England.....	+29	+29	+8	14	-2	-3	11	102	153	119
Middle Atlantic.....	+35	+12	+8	85	+2	-11	59	138	193	183
East North Central.....	+21	+8	+7	69	+8	-9	62	140	155	170
West North Central.....	-6	+23	+2	35	+10	-15	25	143	130	204
South Atlantic.....	+16	+12	+10	44	+8	0	35	166	192	200
East South Central.....	+49	+29	+17	12	+18	0	9	104	126	133
West South Central.....	+7	+2	+7	17	+23	-13	15	195	162	230
Pacific.....	+6	+4	+16	39	+13	-13	27	118	115	139
Hardware wholesalers.....	+5	-8	+7	214	+4	-1	179	250	252	233
Middle Atlantic.....	+6	-17	+7	34	-3	-1	19	209	244	177
East North Central.....	+8	-3	+3	36	+9	0	35	265	257	248
West North Central.....	-7	-6	-1	23	+5	-2	22	280	250	269
South Atlantic.....	0	-13	+8	25	0	-3	20	232	220	207
East South Central.....	+3	-3	+11	26	+4	0	24	269	268	265
West South Central.....	+9	+4	+7	20	+4	-2	16	190	212	208
Mountain.....	+16	-6	+21	10	+6	-1	10	289	315	274
Pacific.....	+15	-8	+13	33	+4	0	27	274	306	248
Plumbing, heating goods wholesalers.....	+5	-6	+12	364	+13	-1	248	174	158	169
New England.....	+11	-2	+12	21	0	-1	15	223	218	225
Middle Atlantic.....	+5	-9	+6	105	+10	-3	48	175	158	169
East North Central.....	-5	-6	+9	49	+18	0	45	150	119	140
West North Central.....	-3	+6	+5	34	+14	-7	33	189	151	217
South Atlantic.....	+25	-9	+21	60	+19	+4	51	172	172	147
East South Central.....	+1	-1	+11	45	+27	-2	36	192	171	193
West South Central.....	+13	-7	+22	40	0	+1	15	166	198	166
Lumber, construction materials dealers.....	+14	-10	+18	560	+16	-2	396	102	97	92
New England.....	+4	-8	+16	24	+11	+3	19	87	63	72
Middle Atlantic.....	+3	-14	+11	115	+5	-5	81	106	105	91
East North Central.....	+9	-3	+20	133	+18	-2	78	87	81	86
West North Central.....	+34	-12	+19	35	+10	-6	22	120	106	125
South Atlantic.....	+31	-7	+30	44	+39	+2	33	103	85	96
East South Central.....	+12	-20	+17	84	+11	+1	68	103	113	82
West South Central.....	+22	-9	+23	103	+6	-4	75	87	90	76
Industrial machinery, equipment, supplies distributors	+9	-7	+9	737	+3	+1	634	169	178	157
Middle Atlantic.....	+7	+11	+9	76	+2	+8	51	182	183	176
East North Central.....	-2	-15	+17	88	+2	+3	78	160	188	132
West North Central.....	+15	+4	+9	38	+15	0	36	170	172	182
South Atlantic.....	+10	-34	+8	39	+15	+4	34	168	172	119
East South Central.....	+4	+3	+7	376	+2	-3	336	144	146	157
West South Central.....	-5	-7	+11	47	-5	-1	41	240	304	208
Mountain.....	+12	-15	+6	64	-1	-4	55	205	212	177

x Insufficient data to show separately.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.² Not affiliated with voluntary groups or cooperative groups.³ Includes general-line electrical goods, wire supplies, construction materials and apparatus wholesalers.⁴ Totals include data for some kinds of business not shown separately.

Note: Firms reporting in this survey are part of a probability sample representing merchant wholesalers in all kinds of business. Each firm selected in the sample has an assigned weight which reflects its probability of selection (or, in other terms, the number of firms in the trade which it represents in the sample). Large firms are selected with certainty, thus having a weight of one (1). Other firms are sampled at varying rates, depending upon sizes, with smaller firms having a lower probability of selection and thus a larger weight.

Sales and inventory figures reported for any firm are multiplied by this weight and the results summarized to obtain percentage changes and stock-sales ratios.

Data on reported dollar values, previously shown as a measure of coverage, are now omitted since the trend data are based on weighted values. The number of establishments in the sample, from which reports were received in time for tabulation, are shown as an indication of coverage.

MONTHLY

WHOLESALE TRADE REPORT

U. S. DEPARTMENT OF COMMERCE
Sinclair Weeks, SecretaryBUREAU OF THE CENSUS
Robert W. Burgess, Director

AUGUST 1955

FOR RELEASE
OCTOBER 7, 1955

SALES AND INVENTORIES

Data shown in this report are based on reports submitted by a reporting panel of over 11,000 establishments which are representative of all merchant wholesaler firms in the country (see note on page 4). The reporting panel is part of a probability sample recently developed by the Bureau of the Census to provide national dollar volume estimates of sales and inventories of merchant wholesalers by kind of business.

Sales

August 1955 sales of merchant wholesalers rose 11 percent over July and were 17 percent higher than August a year ago. Cumulative sales for the first eight months in 1955 were 10 percent higher than in the comparable period of 1954.

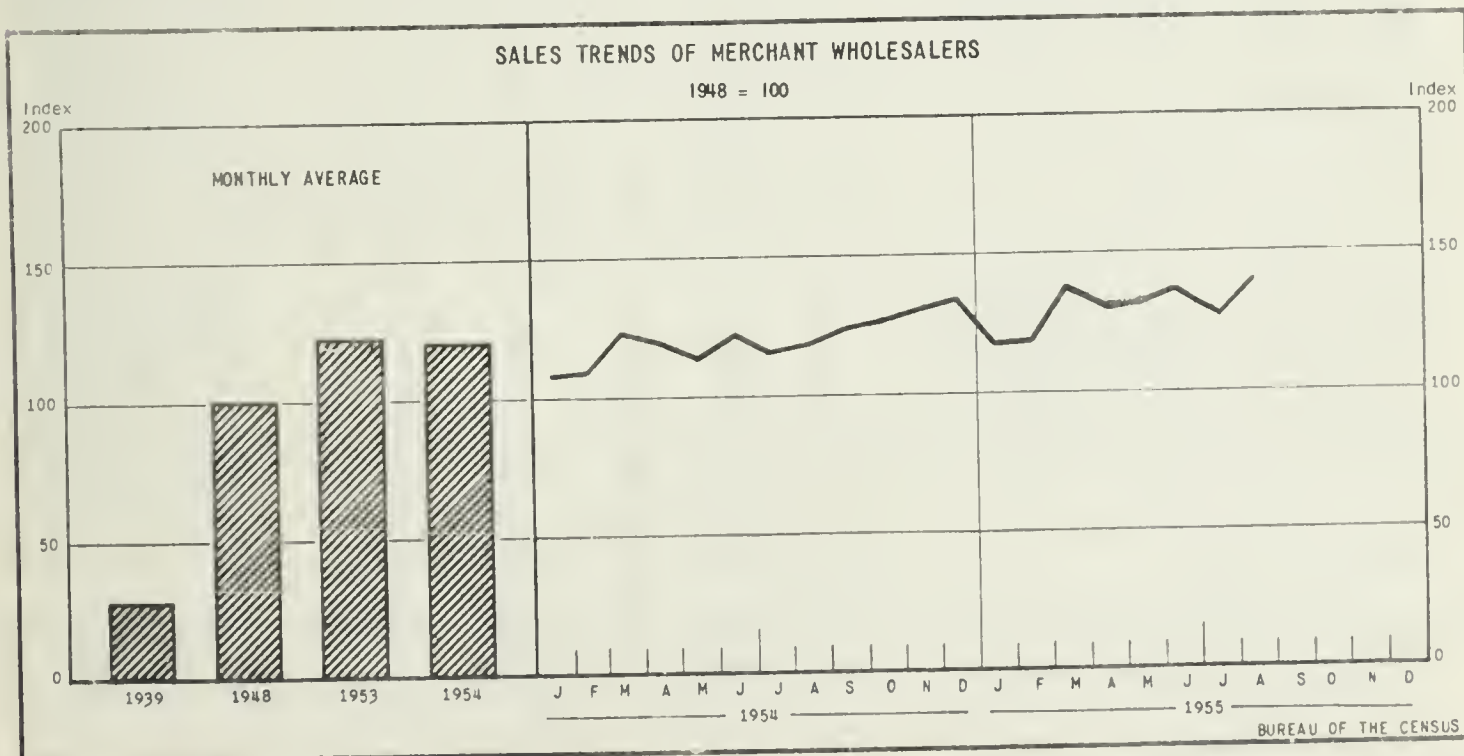
Almost all trades reported increased sales over July as well as a year ago. Jewelry, with sales up 47 percent, reported the principal increase over the previous month. Dry goods and apparel, furniture and home furnishings, and iron and steel scrap also experienced substantial increases. Compared with sales a year ago, iron and steel scrap again scored the largest gain (106%). Declines were reported in only three trades. Fresh fruit and vegetables and farm supplies were below both previous-month and year-ago sales levels. Air conditioning and commercial refrigeration, while well ahead of sales a year ago, was down 2 percent below July 1955 sales.

All geographic divisions experienced gains over the previous month and showed more substantial increases over sales a year ago. The Middle Atlantic and South Atlantic Divisions shared the principal increase (13%) over the previous month, while the East North Central Division--up 22 percent--showed the largest increase over year-ago sales. The Mountain Division reported the smallest sales gains--4 percent over the previous month and 9 percent over a year ago.

Inventories

Inventories (valued at cost) of wholesalers at the end of August were at about the same level as a month earlier, but were up 5 percent over stocks on hand a year ago. Based on reports of establishments submitting inventories in conjunction with sales data, the August stock-sales ratio of 114 percent was 12 points below the ratios for July 1955 and August 1954.

Most trades showed only small changes from previous-month inventories. Coal, up 13 percent, indicated the largest increase, while farm supplies, down 11 percent, reflected the sharpest decline. Compared with inventories a year ago, most trades noted moderate increases although six trades showed increases of 15 percent or more. Specialty-line groceries, off 18 percent, and farm supplies, down 19 percent, noted the largest decreases from year-ago inventories.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

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Table 1.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS

AUGUST 1955

Kind of business	Sales				Inventory, end-of-month			Stock-sales ratios ¹		
	Percent change			Number of establishments reporting August 1955	(at cost)		(percent)			
	August 1955 from--		Percent change, August 1955 from--		Number of establishments reporting August 1955	August 1955	August 1954	July 1955		
	August 1954	July 1955								
Merchant wholesalers.....	+17	+11	+10	11,492	+5	0	8,131	114	126	126
Grocery, confectionery, meat wholesalers.....	+7	+8	0	1,290	-6	-1	994	78	92	85
General-line grocery wholesalers.....	+7	+7	+4	768	+1	+1	634	99	107	104
Nonaffiliated ²	+3	+8	+2	584	0	+1	487	119	123	126
Voluntary groups.....	+6	+5	+4	164	-1	0	132	86	89	92
Retailer-cooperative.....	+20	+6	+12	20	+4	+2	15	78	96	80
Specialty-line grocery wholesalers ³	+7	+9	-7	286	-18	-3	203	86	110	97
Confectionery wholesalers.....	+6	+5	+3	84	+2	-3	41	73	79	79
Meat, meat products wholesalers.....	+8	+8	+3	152	+1	-4	116	23	25	27
Edible farm products distributors.....	+5	+3	+4	983	+13	-1	668	33	29	35
Dairy, poultry products distributors.....	+10	+6	+4	659	+21	-1	438	45	35	49
Fresh fruit, vegetable wholesalers.....	-2	-2	+4	324	-12	-2	230	15	18	15
Beer, wine, distilled spirits wholesalers.....	+7	+2	+5	527	+11	0	452	100	94	101
Beer distributors.....	+7	0	+4	131	+8	-8	106	50	51	55
Wine, distilled spirits wholesalers.....	+7	+3	+6	396	+13	+3	346	146	144	146
Drugs, chemicals, allied products wholesalers.....	+17	+10	+10	674	+1	+2	427	132	153	145
Drug wholesalers (general and specialty lines).....	+19	+13	+14	312	-1	+2	218	146	175	164
Industrial chemicals, explosives wholesalers.....	+19	+8	+10	205	+11	+3	137	80	81	85
Paint, varnish wholesalers.....	+2	+1	+9	157	+9	0	72	176	157	185
Tobacco distributors.....	+7	+5	+5	266	+1	+2	143	53	64	56
Dry goods, apparel wholesalers.....	+9	+30	+7	415	+7	-5	202	174	180	232
Clothing, furnishings, footwear wholesalers.....	0	+32	+4	95	+6	-3	45	159	141	228
Dry goods wholesalers (general and specialty lines).....	+14	+29	+6	199	+4	-4	96	185	220	239
Piece goods converters.....	+10	+31	+12	121	+15	-8	61	167	156	221
Furniture, home furnishings wholesalers.....	+18	+30	+14	322	+11	0	177	144	156	188
Furniture wholesalers.....	+19	+32	+16	124	-2	+1	62	141	185	187
Home furnishings, floor coverings wholesalers.....	+18	+29	+14	198	+16	0	115	145	146	188
Paper, allied products wholesalers.....	+17	+20	+9	468	+5	0	314	96	108	117
Paper wholesalers.....	+17	+19	+9	293	+6	0	229	91	103	110
Stationery, wallpaper wholesalers.....	+15	+29	+9	175	0	-1	85	143	168	208
Inedible farm products merchants.....	+19	+7	+3	282	-3	+12	204	112	116	102
Automotive wholesalers.....	+19	+9	+15	658	+15	-1	457	178	178	195
Motor-vehicle distributors.....	+13	+7	+19	72	+19	-6	53	102	95	113
Automotive equipment, tire-tube wholesalers.....	+22	+9	+13	586	+14	0	404	213	224	236
Electrical, electronic, appliance goods distributors..	+25	+6	+12	888	+9	-1	792	132	146	140
Electric equipment, supplies wholesalers ⁴	+24	+2	+12	567	+10	-1	529	129	139	131
Electrical appliances, TV and radio sets and parts, and electronic parts, equipment distributors.....	+25	+11	+11	321	+8	-1	263	135	154	150
Hardware, plumbing, heating goods wholesalers.....	+19	+13	+10	599	+6	-1	451	199	217	232
Hardware wholesalers.....	+18	+14	+8	222	+4	-1	181	223	245	257
Plumbing, heating goods distributors.....	+19	+12	+13	377	+9	0	270	170	182	200
Lumber, construction materials distributors.....	+24	+10	+19	551	+17	+2	371	84	90	92
Lumber, millwork wholesalers.....	+31	+11	+22	324	+21	+3	242	90	99	102
Construction materials distributors.....	+11	+8	+13	227	+6	-1	129	72	74	74
Machinery, equipment, supplies distributors.....	+24	+14	+13	1,979	+4	0	1,510	173	204	192
Air conditioning, commercial refrigeration equipment distributors.....	+10	-2	+12	121	+4	-3	76	133	145	143
Commercial machines, equipment distributors.....	+12	+15	+10	126	+5	+4	85	155	171	169
Industrial machinery, equipment, supplies houses....	+26	+13	+11	885	+5	+1	721	175	199	186
Professional equipment, supplies houses ⁵	+11	+21	+9	418	+1	0	290	177	192	221
Surgical, medical, hospital supply houses.....	+10	+10	+12	69	+2	+1	36	148	164	160
Service establishment equipment, supplies houses....	+22	+24	+11	162	-3	0	123	146	183	185
Other machinery, equipment distributors.....	+35	+14	+19	267	+4	0	215	190	253	212
Metals, metalwork (except scrap) distributors.....	+46	+13	+29	314	+3	+1	214	130	198	140
Iron, steel and products distributors.....	+48	+13	+29	219	+4	+1	152	167	252	185
Nonferrous metals distributors.....	+41	+12	+28	95	-4	+1	62	58	87	57
Iron-steel scrap, waste materials dealers.....	+77	+28	+60	294	+8	-7	195	50	78	69
Iron-steel scrap dealers.....	+106	+31	+83	162	+2	-7	110	37	72	51
Waste materials dealers.....	+45	+23	+36	132	+13	-7	85	70	85	97
Other merchant wholesalers ⁶	+17	+13	+10	982	-4	0	560	106	123	115
Amusement, sporting goods wholesalers.....	+8	+4	+6	133	+10	+4	87	178	164	155
Book, periodical, newspaper wholesalers.....	+12	+9	+7	109	-6	+3	39	120	149	127
Coal wholesalers.....	+32	+18	+21	229	+12	+13	121	71	86	74
Farm supplies wholesalers.....	-11	-9	+2	215	-19	-11	147	119	133	117
Jewelry wholesalers.....	+14	+47	+8	119	-6	+2	65	240	306	356

See page 4 for footnotes.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS

AUGUST 1955

Kind of business and geographic division	Sales				Inventory, end-of-month			Stock-sales ratios ¹		
	Percent change		8 mo. 1955 from 8 mo. 1954	Number of establishments reporting August 1955	(at cost)		Number of establishments reporting August 1955	(percent)		
	August 1955 from--				August 1955 from--			August 1955	August 1954	July 1955
	August 1954	July 1955			August 1954	July 1955				
Merchant wholesalers, total ⁵	+17	+11	+10	11,492	+5	0	8,131	114	126	126
New England.....	+16	+12	+8	579	0	-1	367	105	126	118
Middle Atlantic.....	+16	+13	+8	2,566	+5	0	1,536	106	112	117
East North Central.....	+22	+11	+13	2,237	+6	0	1,612	99	116	109
West North Central.....	+18	+12	+8	1,154	+2	+2	854	119	138	129
South Atlantic.....	+15	+13	+12	1,185	+6	+1	855	127	136	139
East South Central.....	+13	+11	+5	498	+5	-1	395	129	140	148
West South Central.....	+11	+7	+5	1,383	+4	+1	1,138	150	159	160
Mountain.....	+9	+4	+12	382	-2	-2	309	126	136	133
Pacific.....	+19	+7	+13	1,508	+8	0	1,065	115	127	127
General-line grocery wholesalers.....	+7	+7	+4	768	+1	+1	634	99	107	104
Middle Atlantic.....	+15	+11	0	86	+1	0	77	107	111	116
East North Central.....	+7	+6	+5	113	+7	+6	85	81	84	82
West North Central.....	+12	-1	+5	138	+4	+2	129	98	112	93
South Atlantic.....	-2	+8	+3	58	-1	+2	44	126	135	135
East South Central.....	+1	+14	-1	47	-6	-1	42	88	95	102
West South Central.....	+2	+11	+4	114	+3	-2	102	126	132	143
Mountain.....	+28	+1	+15	35	-8	+1	28	67	131	66
Pacific.....	+10	+7	+8	170	-8	0	123	86	97	91
Specialty-line grocery wholesalers.....	+7	+9	-7	286	-18	-3	203	86	110	97
New England.....	-14	+17	-3	16	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-1	+10	-14	115	-10	-6	81	67	69	79
East North Central.....	+23	+6	+2	35	+1	+11	25	74	86	67
West North Central.....	+6	+4	-8	11	-37	+9	8	118	192	109
South Atlantic.....	+3	+9	+8	23	-21	-3	14	175	243	195
South Central.....	+13	+7	-6	39	-30	-13	35	147	258	183
Pacific.....	+34	+12	-1	44	-7	+6	31	58	77	59
Dairy, poultry products distributors.....	+10	+6	+4	659	+21	-1	438	45	35	49
New England.....	+28	+8	+8	23	-2	+6	17	43	58	44
Middle Atlantic.....	+7	+10	+1	109	+6	-4	51	21	22	26
East North Central.....	+8	+7	+1	133	+50	-4	83	40	29	43
West North Central.....	+22	+15	+25	52	+32	+2	41	130	120	146
South Atlantic.....	+6	+6	+11	117	-12	-3	94	27	33	29
South Central.....	+11	0	+11	81	+4	-8	47	80	21	87
Pacific.....	+9	+1	+4	129	+31	+13	94	45	37	40
Fresh fruit, vegetable wholesalers.....	-2	-2	+4	324	-12	-2	230	15	18	15
New England.....	+2	-9	+1	15	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+20	0	+8	42	+39	+11	21	11	10	8
East North Central.....	-12	-15	+2	36	-3	-6	24	8	14	8
West North Central.....	-20	-2	-2	52	-21	-2	41	35	20	35
South Atlantic.....	+8	+9	+7	30	+10	-1	17	17	16	20
South Central.....	+2	+8	+2	44	-28	0	33	23	33	27
Pacific.....	-12	-2	+6	77	-9	-4	60	14	15	15
Drug wholesalers (general and specialty lines).....	+19	+13	+14	312	-1	+2	218	146	175	164
New England.....	+19	+12	+9	20	+9	+3	13	144	163	157
Middle Atlantic.....	+16	+7	+9	66	-1	+1	40	156	169	171
East North Central.....	+22	+19	+9	58	-5	-1	34	107	138	129
West North Central.....	+18	+16	+6	24	-3	+3	22	142	174	160
South Atlantic.....	+16	+12	+12	48	-3	+1	35	170	204	189
East South Central.....	+14	+16	+7	16	+4	+7	12	173	183	188
West South Central.....	+18	+14	+9	41	+3	+4	33	194	228	217
Mountain.....	+13	+20	+14	13	-5	+5	10	182	216	210
Pacific.....	+21	+6	+13	26	+1	+1	19	135	164	138
Tobacco distributors.....	+7	+5	+5	266	+1	+2	143	53	64	56
New England.....	+9	+2	+8	32	+3	0	10	68	93	69
Middle Atlantic.....	+7	+4	+2	49	+16	+3	23	46	47	47
East North Central.....	+7	+9	+6	45	-6	+5	27	47	49	53
West North Central.....	+4	+1	+4	20	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	+8	+4	+3	27	+10	+3	20	50	51	51
South Central.....	+8	+6	+5	41	0	+3	19	74	79	77
Pacific.....	+8	+6	+10	39	-15	-1	29	36	83	38
Dry goods, apparel wholesalers.....	+9	+30	+7	415	+7	-5	202	174	180	232
New England.....	+26	+54	+8	20	-18	-6	10	109	177	173
Middle Atlantic.....	+6	+25	+7	266	+13	-4	116	181	175	229
East North Central.....	+14	+38	+11	36	+5	+3	20	166	187	212
West North Central.....	+8	+67	-1	18	-1	-8	13	168	175	298
South Atlantic.....	+32	+53	+13	14	+10	-8	8	152	180	266
South Central.....	+13	+55	+11	28	-5	-2	14	144	174	218
Pacific.....	+14	+15	+13	32	+9	-9	20	190	208	244
Furniture, home furnishings wholesalers.....	+18	+30	+14	322	+11	0	177	144	156	188
Middle Atlantic.....	+10	+30	+10	101	+6	+1	33	129	117	169
East North Central.....	+15	+30	+17	69	+10	-3	40	123	139	165
West North Central.....	-7	+18	+10	18	+2	+1	16	218	197	257
South Atlantic.....	+36	+47	+14	38	+14	+9	17	178	231	252
South Central.....	+22	+19	+18	41	+11	+1	35	185	247	220
Pacific.....	+44	+33	+30	34	+16	-2	20	120	153	169

See page 4 for footnotes.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS--Continued

AUGUST 1955

Kind of business and geographic division	Sales				Inventory, end-of-month			Stock-sales ratios ¹		
	Percent change			Number of establish- ments re- porting August 1955	(at cost)		Number of establish- ments re- porting August 1955	(percent)		
	August 1955 from--		Percent change, August 1955 from--		August 1955	August 1954		July 1955		
	August 1954	July 1955								
Automotive equipment, tire-tube wholesalers.....	+22	+9	+13	586	+14	0	404	213	224	236
Middle Atlantic.....	+16	+4	+9	84	+19	+4	54	278	246	261
East North Central.....	+25	+15	+18	101	+16	-1	72	160	179	191
West North Central.....	+13	+8	+8	65	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	+18	+6	+18	59	+17	+1	48	235	244	246
East South Central.....	+21	+3	+15	76	+7	-2	70	182	208	198
West South Central.....	+21	+10	+3	58	+8	+1	54	268	302	292
Mountain.....	+18	+8	+16	32	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+32	+20	+17	96	+5	0	55	187	231	226
Electrical equipment and supplies wholesalers ⁴	+24	+2	+12	567	+10	-1	529	129	139	131
New England.....	+17	+7	+3	33	+11	+17	31	129	144	117
Middle Atlantic.....	+19	-5	+8	74	+4	-1	67	136	142	122
East North Central.....	+41	+10	+10	155	+6	-3	141	115	142	127
West North Central.....	+22	+7	+7	56	+10	-3	53	113	128	132
South Atlantic.....	+20	+1	+15	87	+18	+6	83	141	144	135
East South Central.....	+10	+1	+13	33	+22	-1	27	146	122	148
West South Central.....	+20	-14	+17	58	0	-18	58	131	158	138
Mountain.....	+10	+11	+16	21	+13	+1	21	136	133	149
Pacific.....	+18	+5	+22	50	+17	+2	48	135	126	138
Electrical appliances, electronic parts distributors..	+25	+11	+11	321	+8	-1	263	135	154	150
New England.....	+12	+14	+8	15	-17	-3	13	111	170	128
Middle Atlantic.....	+19	-3	+10	65	-6	-4	46	132	158	128
East North Central.....	+36	+28	+12	69	+23	+7	61	138	151	164
West North Central.....	+13	+26	+4	32	+15	-3	20	125	127	160
South Atlantic.....	+38	+7	+14	45	+22	-4	36	121	134	132
East South Central.....	+17	+17	+17	15	+13	-4	15	172	169	210
West South Central.....	+21	+5	+9	26	+9	-3	25	152	156	165
Pacific.....	+32	+11	+19	49	-10	-3	42	120	180	133
Hardware wholesalers.....	+18	+14	+8	222	+4	-1	181	223	245	257
Middle Atlantic.....	+5	+12	+6	26	+8	0	16	216	218	254
East North Central.....	+23	+15	+6	36	+7	-2	33	207	230	245
West North Central.....	+24	+27	+3	25	0	-2	24	236	260	288
South Atlantic.....	+18	+15	+10	29	-1	+3	19	234	283	269
East South Central.....	+22	+17	+12	23	+5	-4	22	221	257	274
West South Central.....	+21	+4	+8	26	+8	+1	23	202	215	210
Mountain.....	+17	+3	+20	11	+3	-4	11	239	252	254
Pacific.....	+14	+11	+13	39	+4	+2	29	235	241	253
Plumbing, heating goods wholesalers.....	+19	+12	+13	377	+9	0	270	170	182	200
New England.....	+19	+30	+13	18	-3	-3	13	217	254	309
Middle Atlantic.....	+19	+13	+8	126	+8	-1	76	162	190	208
East North Central.....	+24	+28	+11	51	+17	+2	40	132	123	164
West North Central.....	+15	+10	+7	34	+3	+1	33	158	167	172
South Atlantic.....	+19	+12	+21	59	+10	-1	48	177	193	193
South Central.....	+14	-2	+11	44	+25	+1	43	204	185	193
Pacific.....	+27	-4	+22	34	+1	-1	10	174	190	194
Lumber, construction materials dealers.....	+24	+10	+19	551	+17	+2	371	84	90	92
New England.....	+12	-2	+15	30	+25	-4	25	127	123	129
Middle Atlantic.....	+22	+10	+13	107	+3	+2	77	81	95	89
East North Central.....	+22	+11	+20	117	+14	-1	70	74	79	82
West North Central.....	+33	+15	+21	43	+18	-7	25	60	54	70
South Atlantic.....	+18	+1	+29	57	+17	+1	35	76	69	69
South Central.....	+1	-1	+14	78	+25	+7	58	134	123	120
Pacific.....	+43	+17	+26	103	+21	+9	67	63	76	87
Industrial machinery, equipment, supplies distributors	+26	+13	+11	885	+5	+1	721	175	199	186
New England.....	+25	-2	+6	13	+18	+7	5	103	124	106
Middle Atlantic.....	+29	+28	+11	69	+15	+3	46	145	130	162
East North Central.....	+29	+23	+20	94	+1	0	77	155	202	166
West North Central.....	+11	+3	+9	69	-9	-1	49	193	218	176
South Atlantic.....	+32	+21	+10	45	+20	+1	41	154	199	183
South Central.....	+15	+8	+8	461	-2	0	374	188	233	203
Mountain.....	+39	+19	+14	60	-3	+1	47	175	227	187
Pacific.....	+32	+14	+9	74	+7	+3	66	241	199	225

x Insufficient data to show separately.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.² Not affiliated with voluntary groups or cooperative groups.³ Percent change in sales shown for this kind of business in the July 1955 report should be changed from -4 to -8 in column "July 1955 from July 1954;" and from -4 to -7 in column "July 1955 from June 1955."⁴ Includes general-line electrical goods, wiring supplies, construction materials and apparatus wholesalers.⁵ Totals include data for some kinds of business not shown separately.⁶ Percent change in sales shown for this division in the July 1955 report should be changed from +36 to +5 in column "July 1955 from July 1954;" and from +11 to -13 in column "July 1955 from June 1955."

Note: Firms reporting in this survey are part of a probability sample representing merchant wholesalers in all kinds of business. Each firm selected in the sample has an assigned weight which reflects its probability of selection (or, in other terms, the number of firms in the trade which it represents in the sample). Large firms are selected with certainty, thus having a weight of one (1). Other firms are sampled at varying rates, depending upon sizes, with smaller firms having a lower probability of selection and thus a larger weight. Sales and inventory figures reported for any firm are multiplied by this weight and the results summarized to obtain percentage changes and stock-sales ratios.

Data on reported dollar values, previously shown as a measure of coverage, are now omitted since the trend data are based on weighted values. The number of establishments in the sample, from which reports were received in time for tabulation, are shown as an indication of coverage.

MONTHLY

WHOLESALE TRADE
REPORTU. S. DEPARTMENT OF COMMERCE
Sinclair Weeks, SecretaryBUREAU OF THE CENSUS
Robert W. Burgess, Director

SEPTEMBER 1955

FOR RELEASE
NOVEMBER 3, 1955

SALES AND INVENTORIES

Data shown in this report are based on reports submitted by a reporting panel of over 11,000 establishments which are representative of all merchant wholesaler firms in the country (see note on page 4). The reporting panel is part of a probability sample recently developed by the Bureau of the Census to provide national dollar volume estimates of sales and inventories of merchant wholesalers by kind of business.

Sales

Sales of merchant wholesalers in September 1955 were slightly (1%) higher than in August, but were 13 percent above September a year ago. Cumulative sales for the first nine months in 1955 were 10 percent higher than in the comparable period of 1954.

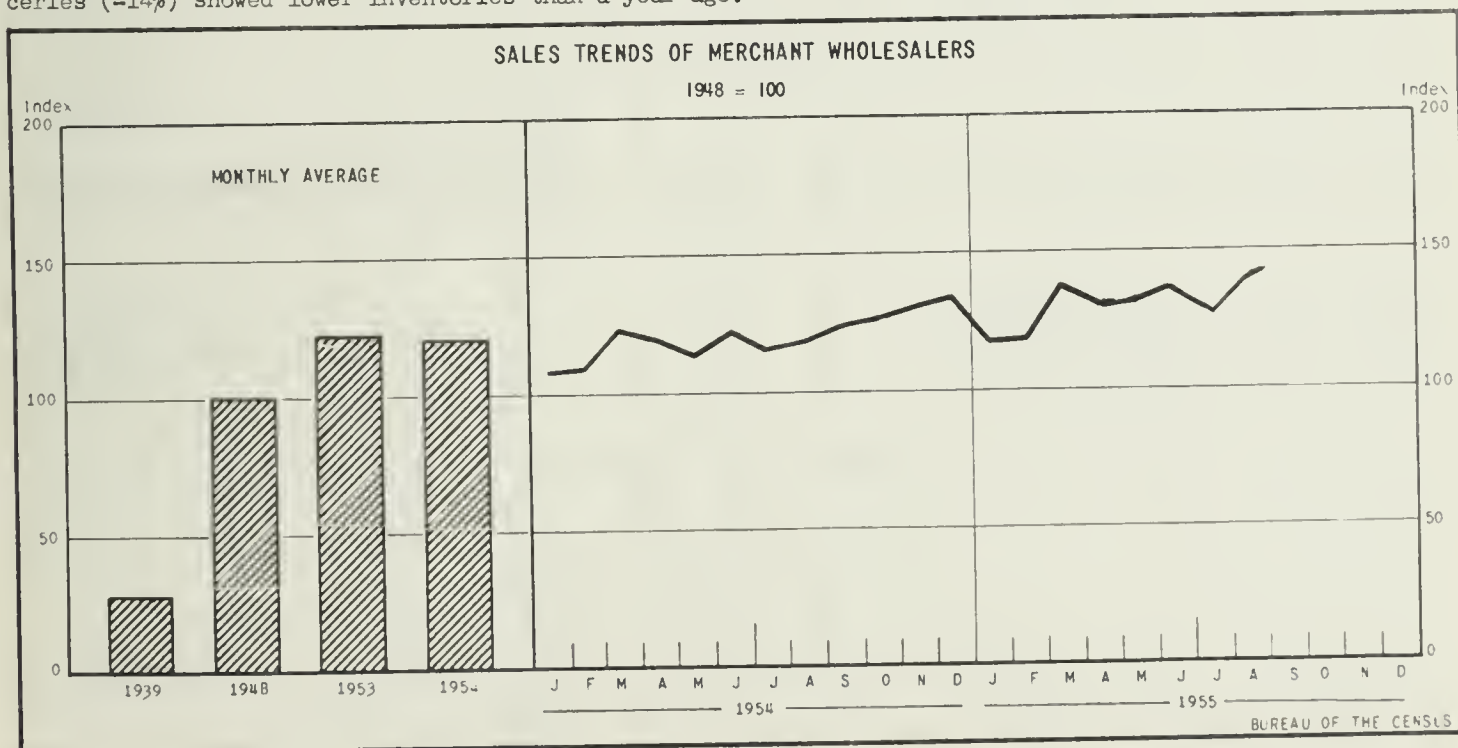
Most trades reported only small increases over August, which had been an unusually good month. Jewelry, with sales up 20 percent, reported the principal increase for the second month. Declines were noted, however, in 13 trades, with beer (17%), air conditioning, commercial refrigeration (17%), and fresh fruits and vegetables (16%), showing the largest decreases. Compared with sales a year ago, only two trades—farm supplies, down 6 percent, and fresh fruits and vegetables, off 2 percent—reported declines. Durable goods trades continued to show the more substantial gains, with iron and steel scrap (107%) scoring the largest increase for the ninth successive month.

Seven of the nine geographic divisions reported small sales increases over the previous month, with the New England and South Atlantic Divisions sharing the principal gain (5%). In the Pacific Division, sales were down 4 percent, while in the West North Central Division they were at about the same level as a month earlier. Compared with sales a year ago, gains of 10 to 19 percent were experienced in all but one division—the East South Central—which reported sales at the same level as last September.

Inventories

September 30 inventories of wholesalers rose slightly (1%) above the stock level of a month earlier, and were 6 percent above stocks on hand a year ago. Sales gains during this period more than matched the rise in inventories and, as a result, the September stock-sales ratio of 115 percent was 1 point below the ratio of the previous month and 9 points lower than the September 1954 ratio.

Most trades showed only small changes from previous month inventories but showed moderate increases over a year ago. Inedible farm products (up 17%) and iron and steel scrap (up 15%) indicated the largest increases, while beer (down 8%) reflected the principal reduction in stocks. Dairy, poultry products reported the principal increase (26%) over year-ago inventories. Only 6 trades, led by specialty-line groceries (-14%) showed lower inventories than a year ago.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

For sale by the Bureau of the Census: single copy—10¢, annual subscription—\$1.00

Table 1.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS

SEPTEMBER 1955

Kind of business	Sales				Inventory, end-of-month			Stock-sales ratios ¹		
	Percent change			Number of establish- ments reporting, Sept. 1955	(at cost)		(percent)			
	Sept. 1955 from--		Percent change, Sept. 1955 from--		Number of establish- ments reporting, Sept. 1955	Sept. 1955	Sept. 1954	Aug. 1955		
	Sept. 1954	Aug. 1955								
Merchant wholesalers.....	+13	+1	+10	11,365	+6	+1	8,088	115	124	116
Grocery, confectionery, meat wholesalers.....	+6	+3	+1	1,225	-3	+1	933	82	87	83
General-line grocery wholesalers.....	+9	+5	+5	721	+2	+3	592	107	111	110
Nonaffiliated ²	+4	+6	+2	534	+2	+4	469	121	122	124
Voluntary groups.....	+9	+5	+5	171	+1	-1	115	96	99	100
Retailer-cooperative.....	+20	+5	+13	16	(x)	(x)	(x)	(x)	(x)	(x)
Specialty-line grocery wholesalers.....	+3	+5	-6	274	-14	-2	193	76	85	83
Confectionery wholesalers.....	+2	+10	+3	86	0	+11	41	92	88	93
Meat, meat products wholesalers.....	+4	-5	+3	144	+10	+2	107	20	19	19
Edible farm products distributors.....	+9	-4	+4	963	+18	0	647	31	29	29
Dairy, poultry products distributors.....	+13	+2	+5	645	+26	0	428	33	31	34
Fresh fruit, vegetable wholesalers.....	-2	-16	+3	318	-4	-1	219	26	24	21
Beer, wine, distilled spirits wholesalers.....	+5	-1	+5	516	+5	-2	449	96	102	98
Beer distributors.....	+2	-17	+4	133	-5	-8	116	51	53	46
Wine, distilled spirits wholesalers.....	+7	+14	+6	383	+9	-1	333	132	154	159
Drugs, chemicals, allied products wholesalers.....	+15	+5	+11	671	+3	+1	458	139	142	144
Drug wholesalers (general and specialty lines) ³	+12	+7	+10	305	+3	+3	218	141	155	146
Industrial chemicals, explosives wholesalers.....	+25	+3	+12	217	+5	-2	150	123	86	131
Paint, varnish wholesalers.....	+14	0	+10	149	+4	-2	90	172	180	171
Tobacco distributors.....	+4	-2	+5	266	+5	+7	143	63	64	58
Dry goods, apparel wholesalers.....	+10	+1	+8	403	+5	-2	184	167	190	175
Clothing, furnishings, footwear wholesalers.....	+9	-2	+4	103	+9	-2	50	150	174	160
Dry goods wholesalers (general and specialty lines).	+9	+1	+7	172	+2	-4	67	161	177	170
Piece goods converters.....	+15	+5	+13	128	+3	+1	67	214	244	215
Furniture, home furnishings wholesalers.....	+16	+4	+14	353	+15	0	190	144	151	151
Furniture wholesalers.....	+29	-3	+18	108	+9	+1	64	147	185	144
Home furnishings, floor coverings wholesalers.....	+9	+8	+13	245	+17	0	126	142	140	155
Paper, allied products wholesalers.....	+13	0	+9	458	+6	-1	300	116	123	117
Paper wholesalers.....	+13	-1	+9	292	+6	-2	222	107	114	107
Stationery, wallpaper wholesalers.....	+10	+7	+9	166	+6	+1	78	187	196	209
Inedible farm products merchants.....	+7	+8	+3	279	+2	+17	194	102	124	101
Automotive wholesalers.....	+13	-1	+15	618	+6	-1	485	179	192	177
Motor-vehicle distributors.....	+18	-3	+19	70	+15	-6	59	91	96	93
Automotive equipment, tire-tube wholesalers.....	+12	-1	+13	548	+4	+1	426	221	237	219
Electrical, electronic, appliance goods distributors..	+19	+5	+12	861	+11	+1	765	129	135	133
Electric equipment, supplies wholesalers ⁴	+24	+7	+13	560	+15	+2	533	126	137	134
Electrical appliances, TV and radio sets and parts, and electronic parts, equipment distributors.....	+12	+3	+11	301	+5	-1	232	134	133	132
Hardware, plumbing, heating goods wholesalers.....	+12	+1	+11	572	+8	+1	438	190	200	189
Hardware wholesalers.....	+9	+2	+8	231	+7	+1	195	214	218	215
Plumbing, heating goods distributors.....	+17	0	+13	341	+9	+1	243	159	176	155
Lumber, construction materials distributors.....	+12	-3	+18	561	+23	0	388	111	103	105
Lumber, millwork wholesalers.....	+14	-6	+21	334	+24	0	237	130	122	125
Construction materials distributors.....	+8	0	+13	227	+19	0	151	85	77	79
Machinery, equipment, supplies distributors.....	+18	0	+13	2,022	+7	0	1,538	172	194	171
Air conditioning, commercial refrigeration equip- ment distributors.....	+23	-17	+13	110	+18	+1	79	207	221	161
Commercial machines, equipment distributors.....	+18	+10	+11	152	-2	-3	96	148	172	163
Industrial machinery, equipment, supplies houses....	+18	+1	+12	952	+4	0	763	162	185	162
Professional equipment, supplies houses ⁵	+8	+5	+9	407	+10	-3	287	174	176	182
Surgical, medical, hospital supply houses.....	+3	+1	+11	71	+8	-6	43	161	153	170
Service establishment equipment, supplies houses....	+11	-2	+11	145	+4	0	105	150	157	141
Other machinery, equipment distributors.....	+26	+1	+20	256	+10	0	208	193	232	199
Metals, metalwork (except scrap) distributors.....	+53	+3	+31	305	+7	+3	203	128	181	131
Iron, steel and products distributors.....	+57	+4	+32	220	+8	+4	145	161	240	166
Nonferrous metals distributors.....	+46	+2	+30	85	+1	-5	58	52	64	56
Iron-steel scrap, waste materials dealers.....	+87	+1	+63	284	-8	+10	186	56	106	50
Iron-steel scrap dealers.....	+107	-3	+86	164	-8	+15	111	63	138	53
Waste materials dealers.....	+64	+8	+39	120	-6	-1	75	43	64	44
Other merchant wholesalers ⁵	+6	+6	+10	1,008	+5	+3	587	106	111	110
Amusement, sporting goods wholesalers ⁶	+13	+5	+7	147	+7	+1	114	167	166	174
Book, periodical, newspaper wholesalers.....	+18	+8	+9	137	+10	-1	49	87	105	101
Coal wholesalers.....	+23	+4	+21	232	+9	+2	121	59	80	64
Farm supplies wholesalers.....	-6	+7	+1	202	0	+6	153	107	101	112
Jewelry wholesalers.....	+5	+20	+7	123	+14	+7	48	244	264	261

See page 4 for footnotes.

Table 2.—TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS

SEPTEMBER 1955

Kind of business and geographic division	Sales				Inventory, end-of-month (et cost)			Stock-sales ratios ¹ (percent)		
	Percent change		9 mo. 1955 from 9 mo. 1954	Number of establish- ments reporting Sept. 1955	Percent change, Sept. 1955 from--		Number of establish- ments reporting Sept. 1955	Sept. 1955	Sept. 1954	Aug. 1955
	from--				Sept. 1955 from--					
	Sept. 1954	Aug. 1955			Sept. 1954	Aug. 1955				
Merchant wholesalers, total ²	+13	+1	+10	11,365	+6	+1	8,088	115	124	116
New England.....	+10	+5	+8	606	+1	-1	355	105	109	113
Middle Atlantic.....	+12	+2	+8	2,461	+3	0	1,434	97	107	99
East North Central.....	+16	+1	+13	2,252	+6	+1	1,676	102	112	102
West North Central.....	+19	0	+10	1,114	+7	+3	885	118	143	114
South Atlantic.....	+16	+5	+13	1,178	+6	+3	857	134	148	137
East South Central.....	0	+1	+4	529	+7	+3	409	135	122	132
West South Central.....	+10	+3	+6	1,338	+5	+1	1,122	156	162	159
Mountain.....	+17	+4	+12	401	+16	-2	326	131	136	133
Pacific.....	+14	-4	+13	1,486	+11	0	1,024	123	125	118
General-line grocery wholesalers.....	+9	+5	+5	721	+2	+3	592	107	111	110
Middle Atlantic.....	+4	+4	+1	72	-6	+5	47	98	107	96
East North Central.....	+7	+6	+5	122	+2	+1	100	100	102	104
West North Central.....	+21	+8	+7	113	-6	-3	106	88	105	97
South Atlantic.....	+7	+6	+3	57	-3	+4	45	137	153	139
East South Central.....	-2	+2	-2	45	+4	+5	40	139	132	136
West South Central.....	+9	+10	+4	104	+8	+5	103	99	99	103
Mountain.....	+16	-4	+15	27	+25	0	18	123	104	116
Pacific.....	+8	+3	+8	169	-2	+12	124	97	100	90
Specialty-line grocery wholesalers.....	+3	+5	-6	274	-14	-2	193	76	85	83
New England.....	+32	+15	+2	14	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-7	+8	-13	115	-16	+2	74	52	53	59
East North Central.....	+8	+2	+3	41	-6	-4	34	71	83	75
West North Central.....	+1	+5	-7	11	-34	-6	8	148	235	160
South Atlantic.....	+10	-5	+8	19	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	+11	+1	-4	33	+21	-8	25	91	84	108
Pacific.....	+23	+3	+1	37	-1	-3	31	83	96	86
Dairy, poultry products distributors.....	+13	+2	+5	645	+26	0	428	33	31	34
New England.....	+20	+11	+10	21	+26	+4	14	26	26	29
Middle Atlantic.....	+11	+1	+2	120	+23	-4	66	21	19	22
East North Central.....	+19	+6	+3	142	+30	-12	92	33	30	39
West North Central.....	+17	0	+24	34	+26	+1	28	52	60	51
South Atlantic.....	+12	+3	+11	117	+19	+5	94	33	32	35
South Central.....	+4	-6	+10	77	+13	+14	46	35	32	28
Pacific.....	+8	-1	+4	122	+40	+10	79	48	41	44
Fresh fruit, vegetable wholesalers.....	-2	-16	+3	318	-4	-1	219	26	24	21
New England.....	-21	-22	-2	20	-3	-3	13	21	18	14
Middle Atlantic.....	+12	-12	+9	37	+31	-18	17	37	13	38
East North Central.....	-1	-15	+2	43	-4	+10	28	25	31	20
West North Central.....	-7	0	-3	54	-2	+19	47	25	26	21
South Atlantic.....	-3	+8	+6	29	-16	+10	17	30	42	32
South Central.....	-19	-1	0	31	-13	+1	19	37	33	38
Pacific.....	+1	-26	+5	76	-7	-2	55	18	17	10
Drug wholesalers (general and specialty lines).....	+12	+7	+10	305	+3	+3	218	141	155	146
New England.....	+22	+7	+11	21	+7	+3	14	109	129	113
Middle Atlantic.....	+10	+15	+9	72	+6	+2	43	136	148	154
East North Central.....	+6	+4	+9	52	-4	+3	33	112	128	113
West North Central.....	+11	+7	+6	20	+2	+4	18	163	180	171
South Atlantic.....	+17	+3	+13	44	0	+5	36	165	195	161
East South Central.....	+17	+10	+8	13	(x)	(x)	(x)	(x)	(x)	(x)
West South Central.....	+15	+6	+10	40	+4	+2	33	172	192	180
Mountain.....	+11	+1	+13	14	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+13	+6	+13	29	+10	+2	21	138	141	142
Tobacco distributors.....	+4	-2	+5	266	+5	+7	143	63	64	58
New England.....	+13	-2	+9	39	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-3	-6	+1	37	+22	+14	13	87	75	73
East North Central.....	+4	-4	+6	52	0	+5	38	59	62	55
West North Central.....	-8	+10	+2	21	+1	+1	16	57	48	61
South Atlantic.....	+14	+7	+5	29	+13	+17	19	87	80	80
South Central.....	+5	+2	+5	35	+7	+3	15	62	61	62
Pacific.....	+11	-7	+10	44	-5	+5	33	47	64	42
Dry goods, apparel wholesalers.....	+10	+1	+8	403	+5	-2	184	167	190	175
New England.....	+2	0	+8	20	+14	-7	7	130	128	140
Middle Atlantic.....	+13	+2	+7	264	+5	0	116	186	203	199
East North Central.....	+5	+5	+10	27	+9	+3	15	162	172	169
West North Central.....	-3	-10	-1	23	-6	-6	9	100	164	95
South Atlantic.....	+15	+15	+13	21	-2	-6	13	157	205	216
South Central.....	+9	-7	+11	22	+4	-3	9	225	239	199
Pacific.....	-1	-10	+10	24	+1	-9	13	149	150	148
Furniture, home furnishings wholesalers.....	+16	+4	+14	353	+15	0	190	144	151	151
Middle Atlantic.....	+13	+5	+10	97	+15	0	50	128	136	135
East North Central.....	+8	+8	+16	68	+19	-1	43	136	122	153
West North Central.....	+8	+4	+10	19	+6	-1	13	200	212	211
South Atlantic.....	+21	+4	+15	43	+1	-1	14	237	312	235
South Central.....	+17	+4	+18	43	+9	0	29	186	210	202
Pacific.....	+8	-4	+26	52	+28	0	17	154	142	139

See page 4 for footnotes.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS--Continued

SEPTEMBER 1955

Kind of business and geographic division	Sales				Inventory, end-of-month			Stock-sales ratios ¹		
	Percent change			Number of establishments reporting Sept. 1955	(at cost)		Number of establishments reporting Sept. 1955	(percent)		
	Sept. 1955 from--		Percent change, Sept. 1955 from--		Sept. 1955	Sept. 1954		Aug. 1955		
	Sept. 1954	Aug. 1955	Sept. 1954						Aug. 1955	
Automotive equipment, tire-tube wholesalers.....	+12	-1	+13	548	+4	+1	426	221	237	219
Middle Atlantic.....	+12	-4	+10	53	+5	-1	28	136	139	133
East North Central.....	+12	-2	+17	101	+13	+1	86	220	216	207
West North Central.....	+7	+8	+8	39	-7	-3	30	210	241	250
South Atlantic.....	+18	0	+18	67	+2	+1	49	245	269	235
East South Central.....	+10	-2	+15	75	+23	0	74	262	251	256
West South Central.....	+9	-1	+4	79	+1	+1	76	284	305	281
Mountain.....	+15	+4	+16	45	+16	0	40	211	199	202
Pacific.....	+15	-3	+16	82	-5	+2	39	204	229	202
Electrical equipment, supplies wholesalers ⁴	+24	+7	+13	560	+15	+2	533	126	137	134
New England.....	+41	+20	+8	35	-2	+10	32	89	120	99
Middle Atlantic.....	+27	+11	+10	69	-2	+2	66	107	137	117
East North Central.....	+19	+1	+11	148	+14	+4	138	132	145	127
West North Central.....	+19	-5	+8	57	+13	+4	55	134	143	120
South Atlantic.....	+22	+6	+16	85	+21	+1	80	129	139	140
East South Central.....	+10	+5	+13	33	+12	-1	32	119	134	127
West South Central.....	+24	+3	+18	57	+41	-2	56	175	139	186
Mountain.....	+30	+27	+18	23	+6	-3	23	115	142	152
Pacific.....	+27	+8	+22	53	+23	+2	51	117	126	132
Electrical appliances, electronic parts distributors..	+12	+3	+11	301	+5	-1	232	134	133	132
New England.....	+24	+18	+10	16	-7	-4	11	99	117	120
Middle Atlantic.....	+17	+11	+11	67	-14	-3	43	115	149	124
East North Central.....	+3	-3	+10	59	+12	+5	54	124	109	113
West North Central.....	+1	-8	+3	35	+5	+1	26	167	157	145
South Atlantic.....	+22	+2	+15	44	+27	+3	35	178	160	168
East South Central.....	-3	-13	+15	8	-3	-5	7	144	135	129
West South Central.....	-16	-15	+8	15	-14	-16	13	173	153	155
Pacific.....	+21	+7	+19	48	-3	-12	34	122	145	138
Hardware wholesalers.....	+9	+2	+8	231	+7	+1	195	214	218	215
Middle Atlantic.....	+9	+3	+7	30	+16	+4	20	197	196	193
East North Central.....	+3	+10	+4	38	+6	-2	33	187	177	204
West North Central.....	+8	+6	+3	41	+4	+4	39	202	222	208
South Atlantic.....	+17	+4	+11	31	+4	-1	21	262	295	267
East South Central.....	+10	-5	+12	24	+3	+1	23	219	221	205
West South Central.....	+16	+9	+9	20	+7	0	17	203	225	215
Mountain.....	+29	-13	+22	11	+1	+4	10	296	303	253
Pacific.....	+8	-8	+13	32	+9	-1	29	236	240	219
Plumbing, heating goods wholesalers.....	+17	0	+13	341	+9	+1	243	159	176	155
New England.....	+23	+8	+14	13	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+17	+4	+9	95	+5	0	63	157	179	152
East North Central.....	+26	+3	+14	58	+16	0	52	128	144	129
West North Central.....	+3	-8	+7	31	+3	-4	30	199	208	189
South Atlantic.....	+15	-1	+20	57	+19	+5	48	175	167	163
South Central.....	+3	-13	+10	42	+6	+6	30	240	218	211
Pacific.....	+12	-7	+21	38	+3	0	9	165	176	151
Lumber, construction materials dealers.....	+12	-3	+18	561	+23	0	388	111	103	105
New England.....	+28	-7	+17	20	+26	-3	17	88	79	84
Middle Atlantic.....	+12	-4	+12	130	+7	+1	82	99	102	93
East North Central.....	+6	-7	+18	135	+17	-4	73	116	110	116
West North Central.....	+16	-7	+20	47	+53	+2	29	103	80	97
South Atlantic.....	+16	+3	+27	44	+42	+9	37	95	84	91
South Central.....	+8	-5	+13	78	+11	0	67	143	127	132
Pacific.....	+16	-10	+25	90	+37	+1	67	139	128	125
Industrial machinery, equipment, supplies distributors	+18	+1	+12	952	+4	0	763	162	185	162
New England.....	-2	+23	+4	19	-3	-2	9	146	127	174
Middle Atlantic.....	+2	-5	+10	74	-2	-2	44	175	172	180
East North Central.....	+20	-4	+20	127	+8	+2	93	131	140	129
West North Central.....	+26	-9	+11	83	-4	-6	75	127	145	116
South Atlantic.....	+8	-3	+10	46	+8	-5	37	146	145	157
South Central.....	+31	+1	+11	473	+7	+2	398	188	244	185
Mountain.....	+31	+6	+16	62	+1	+1	52	129	192	136
Pacific.....	+13	-1	+9	68	+3	+2	55	274	297	267

x Insufficient data to show separately.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.² Not affiliated with voluntary groups or cooperative groups.³ Percent change in sales for 8 months of 1955 from 8 months of 1954 shown for this kind of business in the August 1955 report should be changed from +14 to +10.⁴ Includes general-line electrical goods, wiring supplies, construction materials and apparatus wholesalers.⁵ Totals include data for some kinds of business not shown separately.⁶ Percent change in sales for August 1955 from July 1955 shown for this kind of business in the August 1955 report: Change from +4 to +15.

Note: Firms reporting in this survey are part of a probability sample representing merchant wholesalers in all kinds of business. Each firm selected in the sample has an assigned weight which reflects its probability of selection (or, in other terms, the number of firms in the trade which it represents in the sample). Large firms are selected with certainty, thus having a weight of one (1). Other firms are sampled at varying rates, depending upon sizes, with smaller firms having a lower probability of selection and thus a larger weight. Sales and inventory figures reported for any firm are multiplied by this weight and the results summarized to obtain percentage changes and stock-sales ratios.

Data on reported dollar values, previously shown as a measure of coverage, are now omitted since the trend data are based on weighted values. The number of establishments in the sample, from which reports were received in time for tabulation, are shown as an indication of coverage.

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MONTHLYWHOLESALE TRADE
REPORT

U. S. DEPARTMENT OF COMMERCE

Sinclair Weeks, Secretary

BUREAU OF THE CENSUS

Robert W. Burgess, Director

OCTOBER 1955

FOR RELEASE
DECEMBER 7, 1955

SALES AND INVENTORIES

Data shown in this report are based on reports submitted by a reporting panel of over 11,000 establishments which are representative of all merchant wholesaler firms in the country (see note on page 4). The reporting panel is part of a probability sample recently developed by the Bureau of the Census to provide national dollar volume estimates of sales and inventories of merchant wholesalers by kind of business.

Sales

Sales of merchant wholesalers in October 1955 showed no change from September, but were 11 percent above October a year ago. Cumulative sales for the first ten months in 1955 were 10 percent higher than in the comparable period of 1954.

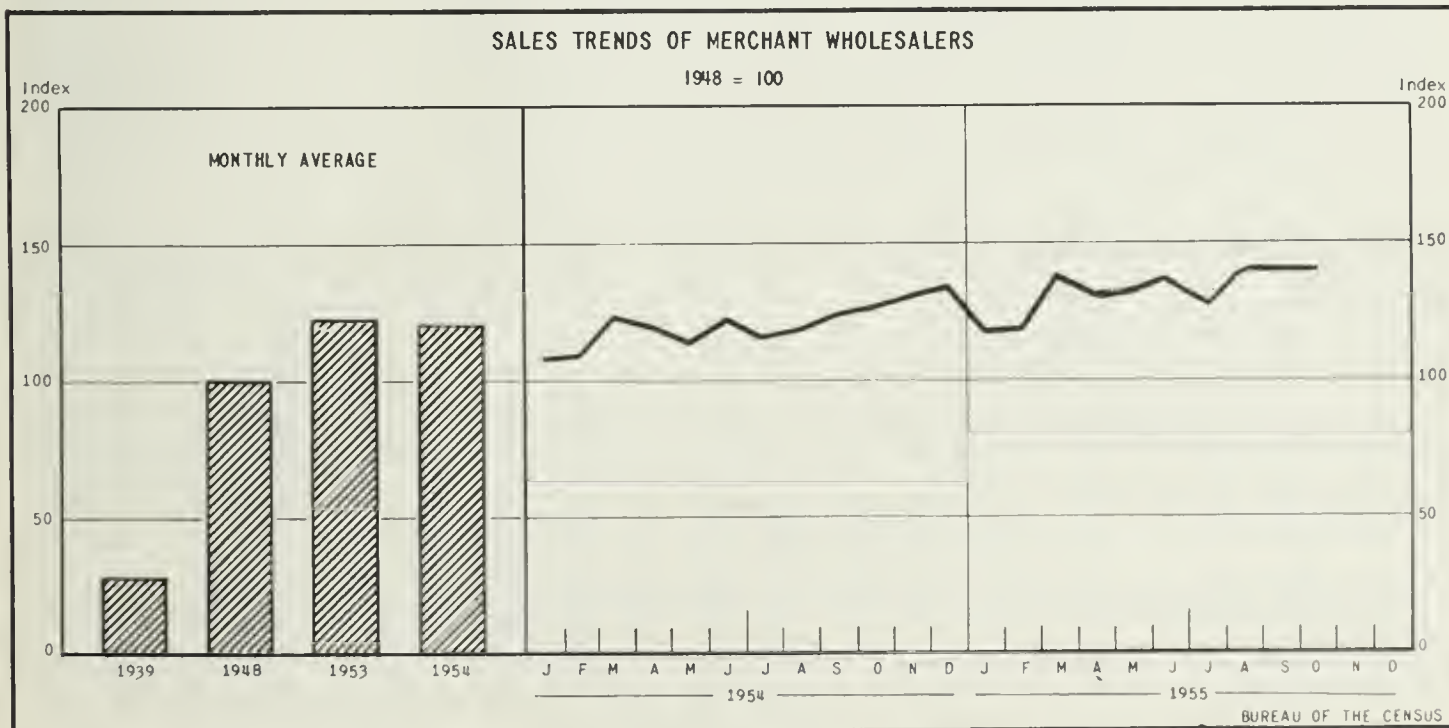
Most trades reported small changes from September sales. The principal increases were reported for iron-steel scrap (17%); waste materials (13%); jewelry (11%); and wine, distilled spirits (10%). The largest declines were shown for beer (12%); electrical equipment, supplies (9%); and other machinery, equipment (9%). Compared with sales a year ago, only two trades—inedible farm products, down 15 percent; and farm supplies, down 12 percent—reported declines. Iron and steel scrap, up 90 percent, scored the largest gain for the tenth consecutive month.

The Mountain Division, down 8 percent, showed the principal change from previous month's sales. October sales in all other geographic divisions varied from a decline of 3 percent in the South Atlantic to an increase of 3 percent in the East North Central. Compared with sales a year ago, the West North Central Division, reported an increase of 3 percent. All other divisions, however, experienced more substantial gains, ranging from 8 to 16 percent.

Inventories

October 31 inventories of wholesalers rose 3 percent above the level of the previous month, and were 8 percent above stocks on hand a year ago. The October stock-sales ratio of 120 percent was 4 points above the ratio of the previous month, but 5 points lower than the October 1954 ratio.

Most trades indicated small changes from previous-month inventories, the largest being increases for fresh fruits and vegetables (14%); wine, distilled spirits (12%); and inedible farm products (10%); and a decline for iron-steel scrap dealers (9%). Changes from previous-year stocks were more substantial, motor vehicles leading with an increase of 30 percent.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

For sale by the Bureau of the Census: single copy—10¢, annual subscription—\$1.00

Table 1.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS

OCTOBER 1955

Kind of business	Sales				Inventory, end-of-month			Stock-sales ratios ¹		
	Percent change			Number of establish- ments reporting, Oct. 1955	(at cost)		(percent)			
	Oct. 1955 from--		Percent change, Oct. 1955 from--		Number of establish- ments reporting, Oct. 1955	Oct. 1955	Oct. 1954	Sept. 1955		
	Oct. 1954	Sept. 1955							10 mo. 1954	Oct. 1954
Merchant wholesalers.....	+11	0	+10	11,372	+8	+3	8,155	120	125	116
Grocery, confectionery, meat wholesalers.....	+8	-1	+1	1,276	+4	+6	1,001	84	83	77
General-line grocery wholesalers.....	+9	-1	+5	718	+8	+8	594	118	114	109
Nonaffiliated ²	+8	-2	+3	565	+9	+8	502	125	116	114
Voluntary groups.....	+13	+1	+6	141	+1	+6	85	100	109	95
Retailer-cooperative.....	+5	+1	+12	12	(x)	(x)	(x)	(x)	(x)	(x)
Specialty-line grocery wholesalers.....	+6	-1	-5	303	-4	+4	228	77	81	70
Confectionery wholesalers.....	+8	+3	+4	95	+7	+4	51	67	67	64
Meat, meat products wholesalers.....	+7	-4	+3	160	0	-4	128	19	19	19
Edible farm products distributors.....	+7	-1	+5	958	+14	+4	627	36	36	35
Dairy, poultry products distributors.....	+11	-1	+6	632	+17	+1	411	39	39	39
Fresh fruit, vegetable wholesalers.....	+1	0	+3	326	+5	+14	216	29	28	25
Beer, wine, distilled spirits wholesalers.....	+9	+1	+6	491	+18	+11	442	117	119	106
Beer distributors.....	+4	-12	+4	106	+15	+6	97	73	63	60
Wine, distilled spirits wholesalers.....	+13	+10	+7	385	+19	+12	345	140	157	137
Drugs, chemicals, allied products wholesalers.....	+15	0	+11	660	+8	0	439	145	147	141
Drug wholesalers (general and specialty lines).....	+13	-1	+11	308	+7	+2	220	166	173	160
Industrial chemicals, explosives wholesalers.....	+20	+2	+13	196	+12	-3	126	96	86	95
Paint, varnish wholesalers.....	+13	-3	+10	156	+9	-3	93	166	181	163
Tobacco distributors.....	+5	-5	+5	274	-3	+1	142	57	60	52
Dry goods, apparel wholesalers.....	+10	+1	+8	424	+12	+3	211	176	167	173
Clothing, furnishings, footwear wholesalers.....	+16	+1	+5	103	+3	0	48	149	172	147
Dry goods wholesalers (general and specialty lines).....	+5	-2	+6	192	+13	+6	94	169	158	159
Piece goods converters.....	+11	+5	+13	129	+18	+2	69	216	180	225
Furniture, home furnishings wholesalers.....	+18	+5	+15	320	+11	+3	195	143	149	143
Furniture wholesalers.....	+14	+4	+17	101	+2	+3	66	154	186	156
Home furnishings, floor coverings wholesalers.....	+19	+6	+14	219	+15	+3	129	140	135	138
Paper, allied products wholesalers.....	+15	+2	+10	478	+2	+4	326	109	125	108
Paper wholesalers.....	+14	+2	+10	307	+2	+4	231	104	121	103
Stationery, wallpaper wholesalers.....	+16	+5	+10	171	+3	0	95	157	176	165
Inedible farm products merchants.....	-15	+5	+1	272	+6	+10	185	150	128	154
Automotive wholesalers.....	+18	+4	+15	652	+14	0	464	164	173	169
Motor-vehicle distributors.....	+31	+2	+21	63	+30	+4	53	102	101	98
Automotive equipment, tire-tube wholesalers.....	+14	+5	+13	589	+10	-2	411	199	209	211
Electrical, electronic, appliance goods distributors.....	+9	-8	+12	845	+11	+6	732	149	146	127
Electric equipment, supplies wholesalers ³	+15	-9	+14	520	+18	+6	481	148	146	128
Electrical appliances, TV and radio sets and parts, and electronic parts, equipment distributors.....	+3	-7	+10	325	+5	+6	251	151	147	126
Hardware, plumbing, heating goods wholesalers.....	+9	0	+10	593	+8	0	430	206	214	207
Hardware wholesalers.....	+9	0	+8	234	+7	0	193	241	245	242
Plumbing, heating goods distributors.....	+10	0	+13	359	+11	0	237	159	168	159
Lumber, construction materials distributors.....	+8	-4	+17	564	+12	0	389	109	109	105
Lumber, millwork wholesalers.....	+5	-4	+19	335	+16	0	256	127	126	121
Construction materials distributors.....	+13	-2	+13	229	+1	0	133	74	75	72
Machinery, equipment, supplies distributors.....	+18	-3	+14	1,940	+5	+1	1,587	161	184	152
Air conditioning, commercial refrigeration equip- ment distributors.....	+13	-4	+13	107	0	-1	73	151	161	140
Commercial machines, equipment distributors.....	+11	+3	+11	113	+8	+2	81	135	146	131
Industrial machinery, equipment, supplies houses.....	+20	-3	+13	874	+6	+1	755	151	180	143
Professional equipment, supplies houses ⁴	+4	-7	+8	413	+7	+3	322	192	189	176
Surgical, medical, hospital supply houses.....	+6	+1	+11	79	+1	+1	44	146	152	149
Service establishment equipment, supplies houses.....	+12	+4	+11	172	-3	-1	133	151	176	155
Other machinery, equipment distributors.....	+23	-9	+21	261	+7	+2	223	189	213	170
Metals, metalwork (except scrap) distributors.....	+45	+3	+33	330	+10	+3	239	130	186	135
Iron, steel and products distributors.....	+49	+4	+34	234	+12	+3	181	158	232	161
Nonferrous metals distributors.....	+37	0	+31	96	-2	+4	58	55	80	58
Iron-steel scrap, waste materials dealers.....	+70	+15	+64	288	-12	-7	188	45	85	56
Iron-steel scrap dealers.....	+90	+17	+86	155	-14	-9	107	46	102	59
Waste materials dealers.....	+47	+13	+40	133	-7	-4	81	42	58	50
Other merchant wholesalers ⁴	+10	+1	+10	1,007	+3	0	558	105	106	104
Amusement, sporting goods wholesalers ⁵	+12	+6	+8	151	+2	+2	96	147	175	152
Book, periodical, newspaper wholesalers.....	+6	+6	+8	119	+21	+1	34	54	38	54
Coal wholesalers.....	+40	+8	+23	231	+12	+1	112	54	68	62
Farm supplies wholesalers.....	-12	-7	0	215	0	+6	161	149	117	109
Jewelry wholesalers.....	+3	+11	+6	120	-2	-4	58	155	166	185

See page 4 for footnotes.

Table 2.—TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS

OCTOBER 1955

Kind of business and geographic division	Sales				Inventory, end-of-month			Stock-sales ratios ¹		
	Percent change			Number of establishments reporting, Oct. 1955	(at cost)		(percent)			
	Oct. 1955 from--		Percent change, Oct. 1955 from--		Number of establishments reporting, Oct. 1955	Oct. 1955	Oct. 1954	Sept. 1955		
	Oct. 1954	Sept. 1955							Oct. 1954	Sept. 1955
Merchant wholesalers, total ⁴	+11	0	+10	11,372	+8	+3	8,155	120	125	116
New England.....	+10	-2	+9	570	+3	+2	345	116	120	115
Middle Atlantic.....	+12	0	+9	2,468	+7	+2	1,436	103	107	100
East North Central.....	+16	+3	+13	2,338	+10	+4	1,724	111	119	110
West North Central.....	+3	-2	+9	1,053	+7	+4	826	136	130	124
South Atlantic.....	+10	-3	+12	1,257	+9	+5	933	137	141	126
East South Central.....	+8	+1	+5	508	+6	+5	400	139	135	132
West South Central.....	+11	0	+7	1,339	+5	+1	1,124	148	165	148
Mountain.....	+15	-8	+13	422	+17	-1	356	164	162	152
Pacific.....	+12	-1	+13	1,417	+9	+4	1,011	116	116	108
General-line grocery wholesalers.....	+9	-1	+5	718	+8	+8	594	118	114	109
Middle Atlantic.....	+11	-2	+2	60	+11	+11	34	122	124	109
East North Central.....	+4	-1	+5	122	+12	+10	100	135	125	116
West North Central.....	+10	+6	+7	101	0	+9	90	108	120	102
South Atlantic.....	+2	-10	+3	71	-1	+6	53	140	125	115
East South Central.....	+6	-3	-1	37	+6	+5	34	121	123	111
West South Central.....	+9	+2	+5	122	+13	+4	111	127	124	124
Mountain.....	+21	+12	+15	43	+6	+6	36	214	148	268
Pacific.....	+15	0	+9	150	+9	+9	129	76	79	72
Specialty-line grocery wholesalers.....	+6	-1	-5	303	-4	+4	228	77	81	70
New England.....	-2	-19	+1	17	-19	+9	10	119	130	91
Middle Atlantic.....	+7	-5	-11	127	+4	+9	95	58	51	49
East North Central.....	+5	+3	+3	41	+18	+4	31	98	87	96
West North Central.....	+6	+18	-5	14	-26	+2	13	137	197	149
South Atlantic.....	+4	-9	+7	32	-4	-1	25	118	130	107
South Central.....	+6	0	-3	38	+3	+2	30	78	103	79
Pacific.....	+10	+21	+2	33	-25	-6	23	43	69	49
Dairy, poultry products distributors.....	+11	-1	+6	632	+17	+1	411	39	39	39
New England.....	+1	-2	+10	18	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+12	-3	+3	124	+17	+8	67	22	23	20
East North Central.....	+13	+5	+4	127	+30	0	74	34	31	36
West North Central.....	+27	-12	+25	34	+36	-12	28	84	80	85
South Atlantic.....	+3	-3	+11	110	+3	-1	86	20	21	20
South Central.....	+10	-1	+10	80	+6	+4	48	67	83	63
Pacific.....	+7	-4	+5	130	+19	-4	91	34	30	35
Fresh fruit, vegetable wholesalers.....	+1	0	+3	326	+5	+14	216	29	28	25
New England.....	-16	+2	-3	21	-11	+19	7	13	12	10
Middle Atlantic.....	+1	0	+8	47	+6	+18	23	31	32	24
East North Central.....	0	-4	+2	52	-13	+2	37	22	21	18
West North Central.....	-17	-10	-3	45	-1	+25	38	30	25	21
South Atlantic.....	+5	-7	+6	33	+5	+8	18	32	33	31
South Central.....	+8	+11	+1	34	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+15	+8	+6	66	+2	+13	52	30	35	28
Drug wholesalers (general and specialty lines).....	+13	-1	+11	308	+7	+2	220	166	173	160
New England.....	+11	-4	+11	19	+8	+1	14	151	139	145
Middle Atlantic.....	+12	+4	+9	70	-2	+1	45	143	159	139
East North Central.....	+7	-2	+9	52	+10	+5	32	179	177	170
West North Central.....	+5	-6	+6	25	+2	+1	22	151	159	144
South Atlantic.....	+19	+4	+13	47	+11	+1	37	164	175	169
East South Central.....	+13	-4	+9	14	+9	+1	12	223	233	214
West South Central.....	+21	-5	+11	34	+5	+3	29	197	229	180
Mountain.....	+6	-11	+13	15	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+18	-2	+13	32	+14	+4	18	146	138	136
Tobacco distributors.....	+5	-5	+5	274	-3	+1	142	57	60	52
New England.....	+5	-7	+9	32	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+4	-2	+1	39	-1	+7	11	63	59	57
East North Central.....	+2	-6	+5	52	-2	+4	30	66	62	61
West North Central.....	+3	-4	+3	24	0	+3	17	54	58	52
South Atlantic.....	+8	-8	+5	30	+2	-3	22	71	74	65
South Central.....	-2	-3	+4	41	-7	+1	16	51	53	48
Pacific.....	+23	-11	+12	39	(x)	(x)	(x)	(x)	(x)	(x)
Dry goods, apparel wholesalers.....	+10	+1	+8	424	+12	+3	211	176	167	173
New England.....	+11	-15	+8	25	+18	+5	12	113	104	103
Middle Atlantic.....	+8	+2	+7	265	+15	+3	114	189	169	186
East North Central.....	+15	+14	+10	49	+2	0	34	173	176	190
West North Central.....	+1	-12	-1	22	-2	+4	17	210	237	172
South Atlantic.....	+19	-1	+14	19	+34	+9	13	156	124	128
South Central.....	+6	-5	+11	15	+3	-2	11	191	191	186
Pacific.....	+27	+11	+13	27	+17	+8	8	118	145	141
Furniture, home furnishings wholesalers.....	+18	+5	+15	320	+11	+3	195	143	149	143
Middle Atlantic.....	+15	+6	+11	100	+9	-4	41	102	100	111
East North Central.....	+18	-2	+16	71	+13	+9	49	145	159	127
West North Central.....	+28	-2	+11	16	+7	+3	13	178	237	174
South Atlantic.....	+40	+17	+18	33	-1	+5	20	249	351	255
South Central.....	+19	+7	+18	39	+5	0	35	161	182	174
Pacific.....	+16	+5	+25	40	+28	+4	20	150	139	154

See page 4 for footnotes.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS--Continued

OCTOBER 1955

Kind of business and geographic division	Sales				Inventory, end-of-month (at cost)			Stock-sales ratios ¹ (percent)		
	Percent change		Number of establish- ments reporting Oct. 1955	Percent change, Oct. 1955 from--		Number of establish- ments reporting Oct. 1955	Oct. 1955	Oct. 1954	Sept. 1955	
	Oct. 1955 from--									
	Oct. 1954	Sept. 1955								
Automotive equipment, tire-tube wholesalers.....	+14	+5	+13	589	+10	-2	411	199	209	211
Middle Atlantic.....	+9	+4	+10	90	+33	+3	49	180	152	198
East North Central.....	+17	+12	+17	112	+16	+1	83	156	159	176
West North Central.....	+10	+1	+9	66	0	-1	27	243	267	230
South Atlantic.....	+18	+6	+18	69	+5	-7	53	182	210	202
East South Central.....	+20	+20	+15	88	+13	0	87	239	257	293
West South Central.....	+27	+6	+6	22	+13	0	21	170	182	174
Mountain.....	+9	-8	+16	48	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+10	-10	+16	78	+5	-7	44	266	280	242
Electrical equipment, supplies wholesalers ³	+15	-9	+14	520	+18	+6	481	148	146	128
New England.....	+17	-1	+10	36	+12	-3	35	100	101	104
Middle Atlantic.....	+13	-12	+10	36	+19	+9	28	133	123	106
East North Central.....	+19	-2	+12	157	+10	+3	146	162	173	153
West North Central.....	+2	-7	+8	44	+19	+13	41	177	164	143
South Atlantic.....	+16	-10	+16	83	+18	+6	78	158	151	128
East South Central.....	+18	-16	+13	29	+33	+19	28	178	158	125
West South Central.....	+14	-21	+18	59	+19	+5	56	146	144	116
Mountain.....	+22	-18	+15	22	+12	+10	22	132	143	98
Pacific.....	+29	-7	+23	54	+25	+8	47	150	156	127
Electrical appliances, electronic parts distributors...	+3	-7	+10	325	+5	+6	251	151	147	126
New England.....	-9	-13	+6	27	+6	0	22	114	108	94
Middle Atlantic.....	+11	-4	+11	68	-18	+2	43	155	185	131
East North Central.....	+8	-4	+10	68	+18	+4	54	132	127	120
West North Central.....	-24	-13	-1	28	-6	-2	22	147	107	119
South Atlantic.....	+9	-11	+14	55	+8	+10	40	174	181	138
East South Central.....	+19	+1	+15	12	+27	+11	12	153	144	139
West South Central.....	+4	-6	+8	23	+15	+7	22	194	189	169
Pacific.....	0	-14	+17	38	+9	+18	31	152	136	110
Hardware wholesalers.....	+9	0	+8	234	+7	0	193	241	245	242
Middle Atlantic.....	+20	+5	+8	36	+4	-3	23	226	253	242
East North Central.....	+11	-1	+5	42	+5	0	33	187	204	187
West North Central.....	+8	-3	+4	17	+6	0	17	233	236	225
South Atlantic.....	+8	-3	+10	27	+4	+1	20	263	284	255
East South Central.....	+11	0	+12	24	+8	-1	22	205	207	210
West South Central.....	+5	-1	+9	29	+8	+1	26	247	246	245
Mountain.....	+25	-4	+22	22	+16	-2	22	279	307	272
Pacific.....	-10	+1	+10	27	+4	-1	24	326	293	338
Plumbing, heating goods wholesalers.....	+10	0	+13	359	+11	0	237	159	168	159
New England.....	+3	0	+13	15	+6	0	8	196	190	197
Middle Atlantic.....	+11	+1	+9	109	+16	+1	55	161	172	151
East North Central.....	+15	+1	+14	54	+11	0	40	146	150	149
West North Central.....	+8	+1	+7	32	+3	-2	28	140	143	139
South Atlantic.....	+14	+2	+19	55	+15	-3	47	181	186	196
South Central.....	+8	-4	+10	51	+3	0	43	182	207	169
Pacific.....	+12	+3	+20	32	+17	+4	8	143	142	149
Lumber, construction materials dealers.....	+8	-4	+17	564	+12	0	389	109	109	105
New England.....	+4	-1	+16	16	+6	-2	14	160	160	158
Middle Atlantic.....	+15	-3	+13	110	+13	+3	71	116	122	107
East North Central.....	+5	-6	+17	125	+14	+2	59	93	92	90
West North Central.....	+7	-7	+18	60	+8	-7	42	82	85	87
South Atlantic.....	+24	+5	+27	52	+51	+6	43	92	79	93
South Central.....	+5	-2	+12	77	+13	-2	62	171	168	171
Pacific.....	-3	-2	+21	103	+3	+4	78	115	117	104
Industrial machinery, equipment, supplies distributors.	+20	-3	+13	874	+6	+1	755	151	180	143
New England.....	+30	-13	+6	9	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+7	-1	+10	55	-7	+1	37	96	132	92
East North Central.....	+15	+9	+20	100	+5	+4	78	141	158	149
West North Central.....	+27	-7	+12	61	+4	0	57	167	207	154
South Atlantic.....	+23	-22	+15	43	-7	+9	38	161	223	111
South Central.....	+20	-6	+12	476	+4	-1	430	158	184	147
Mountain.....	+54	+5	+21	62	+21	0	52	206	239	221
Pacific.....	+21	+2	+11	68	+6	-1	60	138	159	139

x Insufficient data to show separately.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.² Not affiliated with voluntary groups or cooperative groups.³ Includes general-line electrical goods, wiring supplies, construction materials and apparatus wholesalers.⁴ Totals include data for some kinds of business not shown separately.

Note: Firms reporting in this survey are part of a probability sample representing merchant wholesalers in all kinds of business. Each firm selected in the sample has an assigned weight which reflects its probability of selection (or, in other terms, the number of firms in the trade which it represents in the sample). Large firms are selected with certainty, thus having a weight of one (1). Other firms are sampled at varying rates, depending upon sizes, with smaller firms having a lower probability of selection and thus a larger weight. Sales and inventory figures reported for any firm are multiplied by this weight and the results summarized to obtain percentage changes and stock-sales ratios.

Data on reported dollar values, previously shown as a measure of coverage, are now omitted since the trend data are based on weighted values. The number of establishments in the sample, from which reports were received in time for tabulation, are shown as an indication of coverage.

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MONTHLY
WHOLESALE TRADE
REPORT

U. S. DEPARTMENT OF COMMERCE
Sinclair Weeks, Secretary

BUREAU OF THE CENSUS
Robert W. Burgess, Director

NOVEMBER 1955

FOR RELEASE
JANUARY 6, 1956

SALES AND INVENTORIES

Data shown in this report are based on reports submitted by a reporting panel of over 11,000 establishments which are representative of all merchant wholesaler firms in the country (see note on page 4). The reporting panel is part of a probability sample recently developed by the Bureau of the Census to provide national dollar volume estimates of sales and inventories of merchant wholesalers by kind of business.

Sales

Sales of merchant wholesalers in November 1955 rose 2 percent over October and were 13 percent above November a year ago. Cumulative sales for the first 11 months in 1955 were 11 percent higher than in a comparable period of 1954.

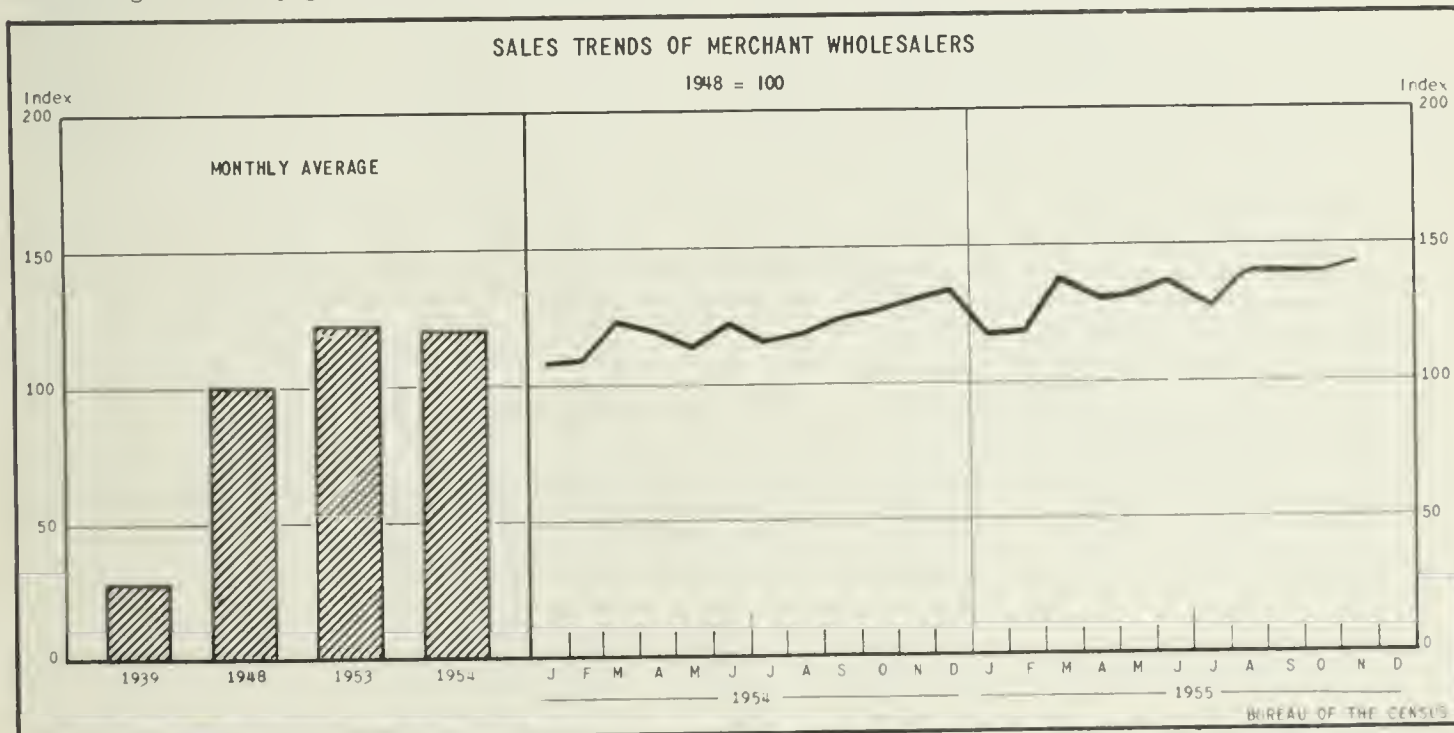
Most trades reported small sales increases over October, with wines and distilled spirits reporting the principal increase, a seasonal gain of 17 percent. However, 15 trades reported declines, mostly seasonal. Compared with a year ago, increased sales were shown in all trades except farm supplies, down 2 percent, and lumber, which reported no change from a year ago. Substantial gains were reported by motor vehicles (32%), waste materials (40%), nonferrous metal products (40%), iron and steel products (47%), and iron and steel scrap (58%)--the 11th consecutive month in which this trade reported the largest gain.

The New England, East South Central and Mountain Divisions reported small declines while the West South Central Division showed no change from the previous month. The five remaining geographic divisions noted increased sales ranging from 2 to 5 percent. All geographic divisions, however, experienced sales gains over a year ago, with East North Central Division (up 19%) showing the principal gain.

Inventories

November 30 inventories of wholesalers rose slightly (1%) above October 31 stocks and were 6 percent above the year-ago inventory level. The November stock-sales ratio of 115 percent, was 3 points below the ratio of the previous month and 9 points lower than the November 1954 ratio.

Most trades registered small changes from previous-month inventories, the largest being increases for fresh fruits and vegetables (14%), motor vehicles (13%), and farm supplies (9%). Changes from previous-year stocks were more substantial. Motor-vehicle inventories, up 29 percent, again showed the principal increase; other large inventory gains were in books, periodicals, and newspapers (25%), and piece goods (20%).



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.

For sale by the Bureau of the Census: single copy—10¢, annual subscription—\$1.00

Table 1.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS

NOVEMBER 1955

Kind of business	Sales				Inventory, end-of-month			Stock-sales ratios ¹		
	Percent change			Number of establish- ments reporting, Nov. 1955	(at cost)		(percent)			
	Nov. 1955 from--		Percent change Nov. 1955 from--		Number of establish- ments reporting, Nov. 1955	Nov. 1955	Nov. 1954	Oct. 1955		
	Nov. 1954	Oct. 1955								
	Nov. 1954	Oct. 1955	Nov. 1954	Nov. 1954	Oct. 1955					
Merchant wholesalers.....	+13	+2	+11	11,633	+6	+1	8,575	115	124	118
Grocery, confectionery, meat wholesalers.....	+9	+3	+2	1,362	+4	+3	1,057	88	87	88
General-line grocery wholesalers.....	+10	+3	+6	811	+6	+1	692	106	107	105
Nonaffiliated ²	+6	+2	+3	620	+6	+1	553	123	123	122
Voluntary groups.....	+18	+3	+7	168	+4	-1	122	93	97	93
Retailer-cooperative.....	+12	+5	+13	23	+9	+5	17	80	79	79
Specialty-line grocery wholesalers.....	+3	-2	-4	297	0	+8	206	99	94	93
Confectionery wholesalers.....	+9	+5	+4	97	+5	-5	41	78	80	86
Meat, meat products wholesalers.....	+10	+11	+4	157	-2	+2	118	23	24	23
Edible farm products distributors.....	+12	+6	+6	873	+11	+1	686	32	32	34
Dairy, poultry products distributors.....	+15	+6	+7	562	+13	-4	461	33	33	37
Fresh fruit, vegetable wholesalers.....	+7	+6	+4	311	+7	+14	225	30	30	28
Beer, wine, distilled spirits wholesalers.....	+7	+10	+6	506	+6	+4	451	103	113	107
Beer distributors.....	+2	-1	+4	113	+4	-5	104	65	61	67
Wine, distilled spirits wholesalers.....	+10	+17	+7	393	+7	+7	347	123	145	132
Drugs, chemicals, allied products wholesalers.....	+9	0	+11	828	+8	0	615	130	140	132
Drug wholesalers (general and specialty lines).....	+9	0	+10	329	+5	-2	225	160	162	165
Industrial chemicals, explosives wholesalers.....	+9	+2	+12	345	+16	+5	295	81	86	79
Paint, varnish wholesalers.....	+14	-4	+11	154	+8	-1	95	154	168	148
Tobacco distributors.....	+9	+5	+5	246	-1	+1	164	57	61	59
Dry goods, apparel wholesalers.....	+14	+1	+8	383	+11	-2	193	170	176	174
Clothing, furnishings, footwear wholesalers.....	+17	-4	+7	98	+11	-3	47	141	156	136
Dry goods wholesalers (general and specialty lines).....	+13	+4	+7	164	+6	-2	88	173	180	180
Piece goods converters.....	+11	+4	+12	121	+20	0	58	207	195	226
Furniture, home furnishings wholesalers.....	+12	+3	+15	300	+7	-2	179	180	183	180
Furniture wholesalers.....	+11	+3	+17	109	+1	-1	64	163	174	172
Home furnishings, floor coverings wholesalers.....	+12	+3	+14	191	+10	-2	115	187	187	183
Paper, allied products wholesalers.....	+15	+3	+10	480	+7	-2	316	106	113	115
Paper wholesalers.....	+16	+3	+11	309	+7	-2	238	102	110	110
Stationery, wallpaper wholesalers.....	+8	+4	+10	171	+6	-3	78	143	139	152
Inedible farm products merchants.....	+4	+15	+1	270	-10	0	175	122	150	137
Automotive wholesalers.....	+21	0	+16	631	+11	+2	464	154	174	158
Motor-vehicle distributors.....	+32	+6	+22	70	+29	+13	53	87	100	91
Automotive equipment, tire-tube wholesalers.....	+18	-3	+13	561	+6	0	411	191	210	189
Electrical, electronic, appliance goods distributors..	+14	+6	+12	891	+11	-1	794	133	138	143
Electric equipment, supplies wholesalers ³	+12	+1	+13	570	+10	-2	533	141	141	144
Electrical appliances, TV and radio sets and parts, and electronic parts, equipment distributors.....	+17	+11	+11	321	+12	0	261	126	134	142
Hardware, plumbing, heating goods wholesalers.....	+11	-7	+10	567	+8	-1	415	192	199	180
Hardware wholesalers.....	+12	-3	+9	219	+8	0	187	221	227	214
Plumbing, heating goods distributors.....	+11	-10	+13	348	+7	-3	228	154	162	141
Lumber, construction materials distributors.....	+4	-11	+16	575	+17	+1	412	114	99	101
Lumber, millwork wholesalers.....	0	-11	+17	333	+18	+3	258	127	106	112
Construction materials distributors.....	+12	-10	+13	242	+15	-2	154	92	88	83
Machinery, equipment, supplies distributors.....	+16	-2	+14	2,060	+3	+1	1,606	172	187	167
Air conditioning, commercial refrigeration equip- ment distributors.....	+13	0	+13	129	-10	-2	96	135	150	134
Commercial machines, equipment distributors.....	+12	-4	+11	150	+6	-2	97	137	132	123
Industrial machinery, equipment, supplies houses....	+18	0	+13	902	+15	0	721	147	160	146
Professional equipment, supplies houses ⁴	+11	-2	+9	430	+13	+2	333	208	205	196
Surgical, medical, hospital supply houses.....	+17	+10	+11	68	+16	+3	36	151	153	155
Service establishment equipment, supplies houses....	+13	+5	+11	176	-1	-2	135	143	168	154
Other machinery, equipment distributors.....	+20	-7	+20	272	+1	+2	224	251	281	228
Metals, metalwork (except scrap) distributors.....	+45	+1	+34	325	-2	0	227	127	189	124
Iron, steel and products distributors.....	+47	+1	+35	228	-3	+1	163	157	247	152
Nonferrous metals distributors.....	+40	+1	+32	97	+5	-1	64	62	84	58
Iron-steel scrap, waste materials dealers.....	+51	-2	+63	301	+7	-2	198	45	60	45
Iron-steel scrap dealers.....	+58	-5	+82	167	-1	-1	114	43	58	39
Waste materials dealers.....	+40	+4	+40	134	+16	-3	84	48	63	54
Other merchant wholesalers ⁴	+17	+4	+11	1,035	-1	-1	623	98	113	111
Amusement, sporting goods wholesalers.....	+12	+1	+8	145	+8	-2	94	143	148	157
Book, periodical, newspaper wholesalers.....	+16	-11	+9	124	+25	-5	47	110	95	109
Coal wholesalers.....	+28	-3	+24	224	+5	-4	110	53	77	58
Farm supplies wholesalers.....	-2	+3	-1	204	-11	+9	157	114	134	130
Jewelry wholesalers.....	+14	+4	+7	142	-7	-6	76	212	243	220

See page 4 for footnotes.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS

NOVEMBER 1955

Kind of business and geographic division	Sales				Inventory, end-of-month			Stock-sales ratios ¹		
	Percent change			Number of establishments reporting, Nov. 1955	at cost		(percent)			
	Nov. 1955 from--		Percent change, Nov. 1955 from--		Number of establishments reporting, Nov. 1955	Nov. 1955	Nov. 1954	Oct. 1955		
	Nov. 1954	Oct. 1955								
Merchant wholesalers, total ⁴	+13	+2	+11	11,633	+6	+1	8,575	115	124	118
New England.....	+13	-2	+9	545	+5	+3	356	119	129	115
Middle Atlantic.....	+13	+2	+9	2,641	+4	0	1,587	97	107	100
East North Central.....	+19	+2	+14	2,220	+6	0	1,688	94	108	98
West North Central.....	+7	+5	+9	1,117	+5	-1	904	138	141	141
South Atlantic.....	+13	+3	+12	1,160	+7	+1	911	132	141	131
East South Central.....	+5	-1	+5	646	+7	0	518	145	145	141
West South Central.....	+10	0	+7	1,418	+7	0	1,175	154	167	153
Mountain.....	+11	-4	+13	429	+5	+1	357	154	155	145
Pacific.....	+13	+5	+13	1,477	+7	+2	1,079	119	120	120
General-line grocery wholesalers.....	+10	+3	+6	811	+6	+1	692	106	107	105
Middle Atlantic.....	+15	+8	+3	80	+1	+5	72	105	103	104
East North Central.....	+8	+3	+5	98	+15	0	80	120	112	121
West North Central.....	+8	+2	+7	127	+11	+7	122	112	104	105
South Atlantic.....	+10	+3	+4	61	-6	-2	45	115	119	119
East South Central.....	-4	0	-1	57	+1	-1	45	131	120	132
West South Central.....	+9	+3	+5	164	+9	+4	132	106	109	105
Mountain.....	+40	-18	+17	40	+5	-4	38	82	103	70
Pacific.....	+27	+4	+11	173	+21	+2	152	76	87	77
Specialty-line grocery wholesalers.....	+3	-2	-4	297	0	+8	206	99	94	93
New England.....	-2	-19	+1	18	-3	+9	9	120	93	91
Middle Atlantic.....	+8	-4	-10	118	-4	+15	84	64	75	54
East North Central.....	+5	+3	+3	48	+1	-2	26	106	98	93
West North Central.....	+4	+6	-4	11	+6	+8	7	108	104	106
South Atlantic.....	+13	-7	+8	28	-12	-3	20	145	187	148
South Central.....	+8	+1	-2	34	+14	+5	29	113	112	110
Pacific.....	-5	+4	+1	38	+9	+13	30	124	78	132
Dairy, poultry products distributors.....	+15	+6	+7	562	+13	-4	461	33	33	37
New England.....	+7	+35	+10	14	-6	-29	11	19	13	34
Middle Atlantic.....	+17	+12	+4	100	+22	-1	59	31	30	36
East North Central.....	+17	+1	+6	118	+22	-10	94	29	28	33
West North Central.....	-5	-3	+21	38	+4	+5	33	73	66	69
South Atlantic.....	+22	+8	+12	104	+0	-5	98	38	27	44
South Central.....	+16	+19	+11	50	-11	+2	47	28	36	34
Pacific.....	+14	-1	+6	115	+5	-2	104	33	37	34
Fresh fruit, vegetable wholesalers.....	+7	+6	+4	311	+7	+14	225	30	30	28
New England.....	+3	+2	-3	19	-11	+9	13	63	71	57
Middle Atlantic.....	+7	+11	+3	30	+17	+13	22	23	21	23
East North Central.....	+10	+6	+3	43	+10	+19	31	21	21	19
West North Central.....	-1	+8	-3	43	+1	+20	41	30	28	32
South Atlantic.....	+10	+10	+6	43	+3	+10	17	24	24	22
South Central.....	+3	+13	+1	43	+13	+17	25	44	39	41
Pacific.....	+1	-7	+8	67	+1	+10	54	33	44	29
Drug wholesalers general and specialty lines.....	+9	0	+10	224	+5	-2	225	160	162	165
New England.....	+8	-1	+9	17	+1	+1	13	148	144	143
Middle Atlantic.....	+9	-3	+9	77	-1	-1	36	141	145	137
East North Central.....	+8	+2	+9	71	+8	-4	35	144	151	162
West North Central.....	+6	-1	+9	28	+4	-5	17	163	166	170
South Atlantic.....	+11	+4	+13	41	+4	0	35	143	157	155
East South Central.....	+7	+3	+9	41	+12	-3	14	143	174	247
West South Central.....	+11	+1	+14	41	+4	0	40	143	198	183
Mountain.....	+3	+3	+11	41	x	x	x	x	x	x
Pacific.....	+11	-1	+13	4	x	x	41	143	156	160
Tobacco distributors.....	+9	+5	+6	246	+1	+1	164	27	61	59
New England.....	+4	+4	+8	42	x	x	x	x	x	x
Middle Atlantic.....	+7	+4	+6	49	+1	+3	22	47	47	59
East North Central.....	+4	+1	+9	43	+1	+1	20	39	47	41
West North Central.....	+9	+9	+3	29	+2	+3	23	71	69	73
South Atlantic.....	+4	+7	+1	31	-5	-4	21	73	73	72
South Central.....	+5	+1	+4	29	-7	+6	22	73	73	74
Pacific.....	+7	+13	+11	31	x	x	x	x	x	x
Dry goods, apparel wholesalers.....	+14	+1	+6	383	+11	-2	193	176	176	174
New England.....	+5	-14	+8	11	+13	+9	7	177	177	175
Middle Atlantic.....	+16	+3	+8	67	+15	-2	22	174	180	183
East North Central.....	+5	+1	+9	24	-13	-14	10	174	174	174
West North Central.....	+7	+5	+2	20	-5	+1	25	174	198	174
South Atlantic.....	+9	-12	+13	23	+17	+2	17	174	169	167
South Central.....	+12	-8	+11	21	+4	-7	14	174	177	174
Pacific.....	+23	+7	+14	14	x	x	x	x	x	x
Furniture, home furnishings wholesalers.....	+12	+7	+15	300	+4	-4	177	174	174	174
Middle Atlantic.....	+16	+6	+11	90	+4	-1	4	174	174	174
East North Central.....	+7	+1	+15	4	+14	-1	4	142	142	148
West North Central.....	+7	+1	+1	19	+4	-1	19	142	141	141
South Atlantic.....	+3	-4	+1	20	-11	-3	19	142	141	141
South Central.....	+17	-12	+18	4	+14	-5	4	142	141	141
Pacific.....	+13	+6	+13	4	+18	-4	4	131	141	141

See page 4 for footnotes.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS--Continued

NOVEMBER 1955										
Kind of business and geographic division	Sales				Inventory, end-of-month (at cost)			Stock-sales ratios ¹ (percent)		
	Percent change		Number of establish- ments reporting Nov. 1955	Percent change, Nov. 1955 from--		Number of establish- ments reporting Nov. 1955	Nov. 1955	Nov. 1954	Oct. 1955	
	Nov. 1955 from--									
	Nov. 1954	Oct. 1955								
Automotive equipment, tire-tube wholesalers.....	+18	-3	+13	561	+6	0	411	191	210	189
Middle Atlantic.....	+16	-3	+10	87	-2	-5	58	147	158	158
East North Central.....	+25	-6	+18	88	0	-2	66	154	192	154
West North Central.....	+13	-11	+9	56	+3	+3	20	229	246	202
South Atlantic.....	+16	-6	+18	53	+3	-1	39	231	294	211
East South Central.....	+16	-2	+15	81	+18	+2	81	202	199	192
West South Central.....	+4	-9	+5	43	+15	0	38	258	231	243
Mountain.....	+29	+18	+17	47	+9	-1	42	165	177	185
Pacific.....	+26	+10	+17	92	+9	+1	55	193	217	201
Electrical equipment, supplies wholesalers ³	+12	+1	+13	570	+10	-2	533	141	141	144
New England.....	+27	-2	+11	32	+2	-1	32	115	158	113
Middle Atlantic.....	+1	+5	+8	70	0	-3	63	136	126	150
East North Central.....	+15	0	+12	157	+3	-4	147	123	132	127
West North Central.....	+16	+7	+9	65	+11	-1	61	164	168	175
South Atlantic.....	+21	+7	+16	82	+26	+2	76	139	134	148
East South Central.....	+8	-18	+13	33	+26	+2	28	175	154	133
West South Central.....	+17	+6	+18	60	+15	+1	57	187	191	194
Mountain.....	+17	+5	+15	21	+13	+1	21	126	131	132
Pacific.....	+15	0	+22	50	+24	-1	48	133	127	136
Electrical appliances, electronic parts distributors..	+17	+11	+11	321	+12	0	261	126	134	142
New England.....	+8	-6	+6	15	+46	+4	13	103	81	103
Middle Atlantic.....	+31	+14	+13	81	0	-2	57	112	148	131
East North Central.....	+12	+9	+10	67	+16	+3	58	119	118	129
West North Central.....	+2	+16	-1	35	+3	-4	29	134	132	165
South Atlantic.....	+13	+8	+14	43	+19	-1	39	137	140	149
East South Central.....	+4	+23	+14	12	+29	+8	9	181	133	206
West South Central.....	+12	+20	+8	21	+24	+3	16	205	196	245
Pacific.....	+36	+16	+19	42	+11	-3	35	93	122	113
Hardware wholesalers.....	+12	-3	+9	219	+8	0	187	221	227	214
Middle Atlantic.....	+9	-5	+8	38	+6	+2	22	182	195	169
East North Central.....	+20	-3	+6	36	+13	0	34	211	211	202
West North Central.....	+5	-8	+4	22	+6	-3	22	243	242	229
South Atlantic.....	+20	+15	+11	25	+12	+4	20	223	250	248
East South Central.....	+2	-4	+11	26	+6	0	25	246	230	237
West South Central.....	+19	0	+10	21	+3	-3	17	162	192	167
Mountain.....	+8	-14	+21	10	+8	0	10	288	290	247
Pacific.....	+13	-3	+10	34	+7	0	31	255	259	245
Plumbing, heating goods wholesalers.....	+11	-10	+13	348	+7	-3	228	154	162	141
New England.....	+18	-6	+13	22	+2	+1	16	179	198	163
Middle Atlantic.....	+13	-8	+10	106	+6	-2	50	132	154	122
East North Central.....	+15	-15	+14	43	+8	0	38	114	121	96
West North Central.....	-3	-11	+6	32	+10	0	32	201	178	179
South Atlantic.....	+22	-3	+19	60	+7	-10	50	142	165	153
South Central.....	+6	-5	+9	35	+20	-1	26	166	196	163
Pacific.....	-6	-17	+17	41	+2	-7	12	258	193	196
Lumber, construction materials dealers.....	+4	-11	+16	575	+17	+1	412	114	99	101
New England.....	-4	-5	+13	24	+20	+1	18	84	73	80
Middle Atlantic.....	+2	-11	+12	117	+13	-2	74	98	86	88
East North Central.....	+11	-11	+16	139	+9	0	79	90	93	81
West North Central.....	-4	-17	+16	36	+19	-1	26	145	124	126
South Atlantic.....	+30	-1	+27	44	+70	+14	39	137	89	115
South Central.....	+9	-7	+12	85	+22	-3	75	126	121	122
Pacific.....	-3	-14	+18	105	+2	+2	78	119	94	99
Industrial machinery, equipment, supplies distributors	+18	0	+13	902	+15	0	721	147	160	146
Middle Atlantic.....	-7	-4	+5	85	+11	0	56	114	92	104
East North Central.....	+37	+4	+22	105	+9	0	91	129	159	136
West North Central.....	+22	-4	+13	54	+7	-3	44	168	189	163
South Atlantic.....	+15	+9	+15	41	+16	+2	34	126	131	157
South Central.....	+31	+1	+14	466	+4	0	397	156	184	154
Mountain.....	+10	-11	+20	67	+2	+1	55	207	230	176
Pacific.....	+13	+3	+11	74	-10	+5	40	226	244	233

x Insufficient data to show separately.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.

² Not affiliated with voluntary groups or cooperative groups.

³ Includes general-line electrical goods, wiring supplies, construction materials and apparatus wholesalers.

⁴ Totals include data for some kinds of business not shown separately.

Note: Firms reporting in this survey are part of a probability sample representing merchant wholesalers in all kinds of business. Each firm selected in the sample has an assigned weight which reflects its probability of selection (or, in other terms, the number of firms in the trade which it represents in the sample). Large firms are selected with certainty, thus having a weight of one (1). Other firms are sampled at varying rates, depending upon sizes, with smaller firms having a lower probability of selection and thus a larger weight. Sales and inventory figures reported for any firm are multiplied by this weight and the results summarized to obtain percentage changes and stock-sales ratios.

Data on reported dollar values, previously shown as a measure of coverage, are now omitted since the trend data are based on weighted values. The number of establishments in the sample, from which reports were received in time for tabulation, are shown as an indication of coverage.

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Ref

MONTHLY

WHOLESALE TRADE REPORT

U. S. DEPARTMENT OF COMMERCE
Sinclair Weeks, Secretary

BUREAU OF THE CENSUS
Robert W. Burgess, Director

DECEMBER 1955

FOR RELEASE

FEBRUARY 9, 1956

SALES AND INVENTORIES

Annual Sales

Sales of merchant wholesalers for the year 1955 were 10 percent ahead of 1954. Durable goods trades, in total, showed an increase of 17 percent over 1954 sales as compared to an increase of 5 percent by the non-durable goods trades.

Increases over annual 1954 sales were reported in all but 3 trades—inedible farm products (-1%), farm supplies (-2%), and grocery-specialty lines (-5%). Iron and steel scrap, which had led all trades in the year-ago sales comparisons throughout the year, registered the principal gain (76%) over annual 1954 sales. Other substantial increases were reported for waste materials (40%), iron and steel products (36%), and non-ferrous metals (32%). The smallest gains among the durable goods trades were indicated by jewelry (7%) and hardware (8%). Among the non-durable goods trades the larger gains were shown by coal (24%), retailer-cooperative grocers (13%), and industrial chemicals (12%), paints and varnishes (10%).

All geographic divisions shared in the increased sales during 1955. The East North Central Division recorded the principal gain, 14 percent over 1954 sales while the East South Central Division, up 4 percent, indicated the smallest increase.

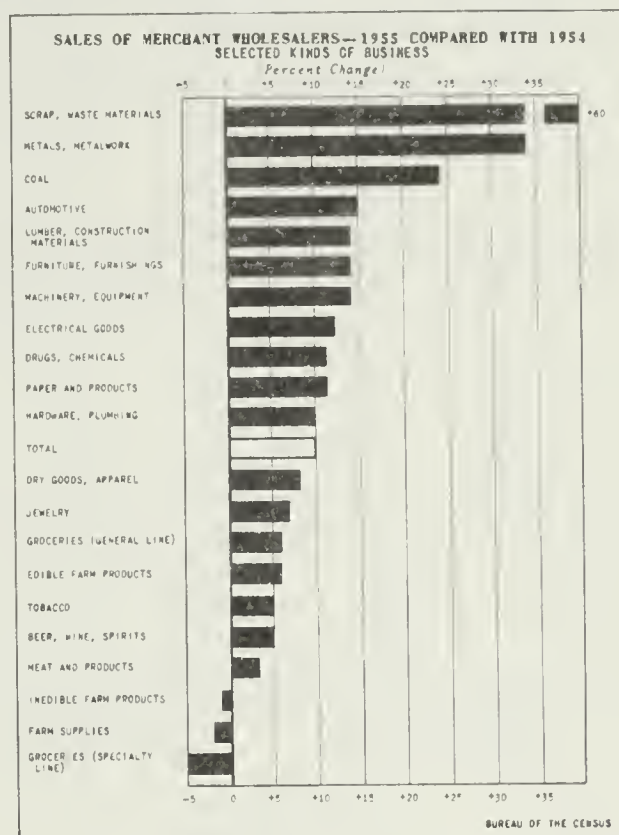
December Sales

December 1955 sales of merchant wholesalers were off 2 percent from November, but were 7 percent higher than sales a year ago. The sharpest decline from the previous month was a seasonal drop of 20 percent for clothing, furnishings, and footwear. Other large decreases were noted by dry goods (14%), plumbing and heating (14%), automotive equipment (13%), and construction materials (13%). Large increases over November were reported by wines and distilled spirits (16%), amusement and sporting goods (12%), tobacco (11%), and beer (11%). Compared with December sales a year ago, gains were noted in all but 8 trades. Farm supplies (-18%) and inedible farm products (-19%), showed the sharpest declines. Iron and steel scrap (40%) and iron and steel products (39%), experienced the largest increases.

December 1955 sales in most geographic divisions were slightly below November but moderately above last December. The West North Central Division, down 7 percent, reported the largest decrease from the previous month while the New England and East North Central Divisions shared the principal increase (13%) over a year ago.

Inventories

Inventories of wholesalers at year-end 1955 were up 6 percent over stocks on hand a year ago, but were down 3 percent from November 30, 1955. The December stock-sales ratio of 115 percent was approximately the same as the December 1954 ratio, but was one point below the ratio of the previous month,



By trade, significant changes from previous month inventories were shown in amusement and sporting goods (-11%), coal (-12%), beer (-12%), fresh fruits and vegetables (-14%), and wine and distilled spirits (-20%). Changes from previous year stocks were more substantial with sharp declines shown by farm supplies (27%), and inedible farm products (29%), and large increases shown by plumbing and heating goods (20%), piece goods converters (21%), electrical equipment and supplies (21%), lumber and millwork (26%), and motor-vehicles (30%).

All geographic divisions noted declines from previous month inventories ranging from 2 to 7 percent. In comparison with a year ago, only two divisions—the West South Central (-2%) and the East South Central (-8%) reported declines and these were largely due to substantial reductions in stocks of inedible farm products in these regions.

General

Data shown in this report are based on reports submitted by a reporting panel of over 11,000 establishments which are representative of all merchant wholesaler firms in the country. (See note on page 6.) The reporting panel is part of a probability sample developed by the Bureau of the Census to provide national dollar volume estimates of sales and inventories of merchant wholesalers by kind of business.

SALES OF MERCHANT WHOLESALERS—SELECTED KINDS OF BUSINESS

1954 MONTHLY AVERAGE = 100
1954 AND 19551954 = —
1955 = - - -

Index

Index

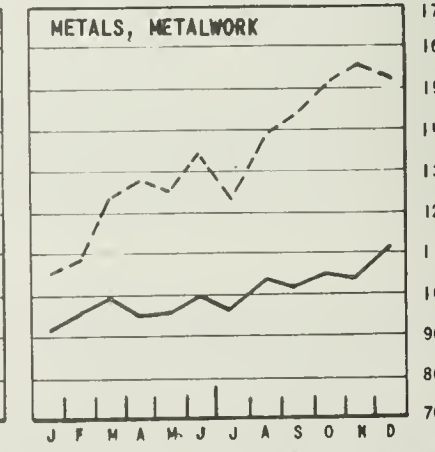
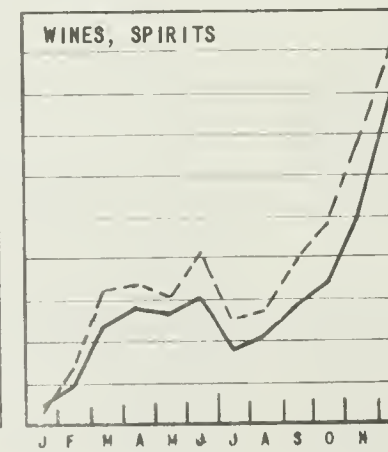
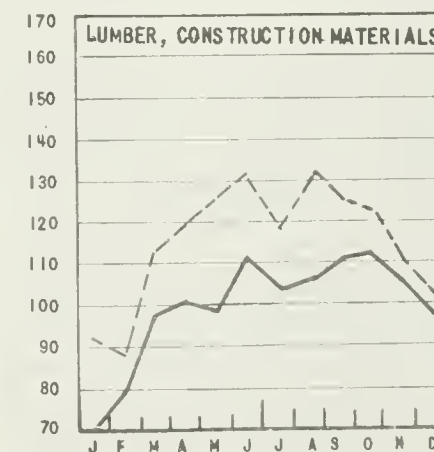
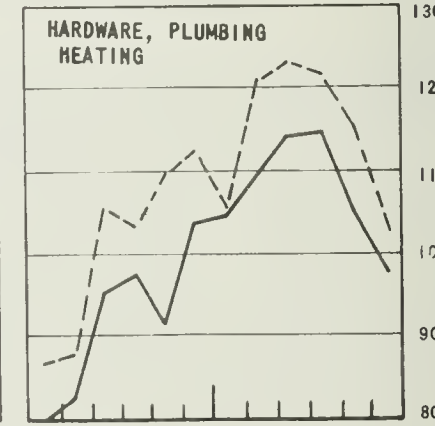
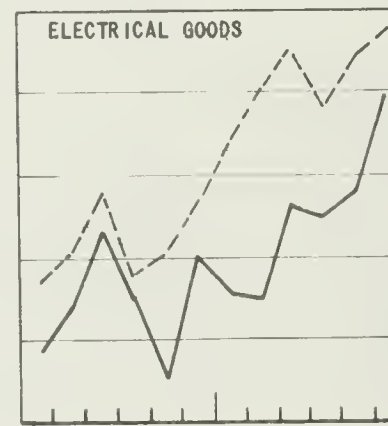
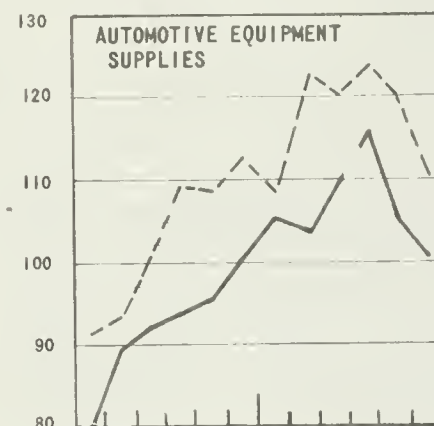
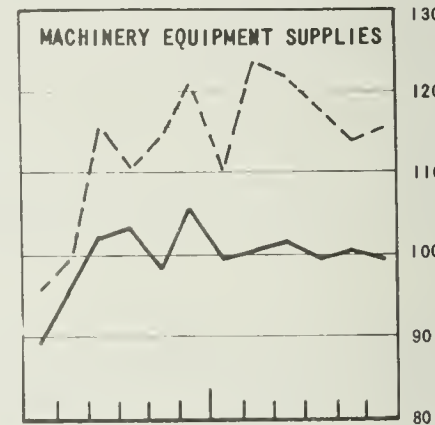
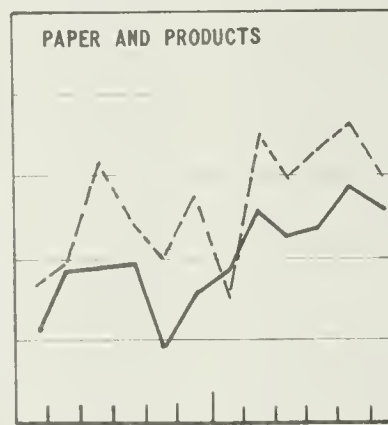
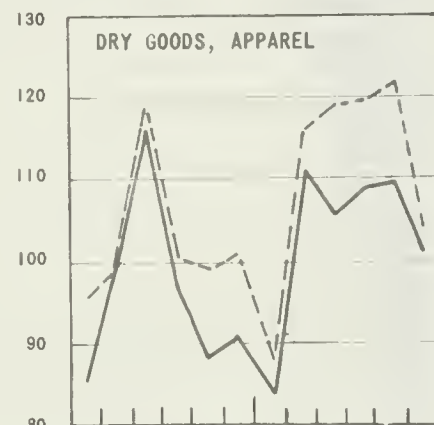
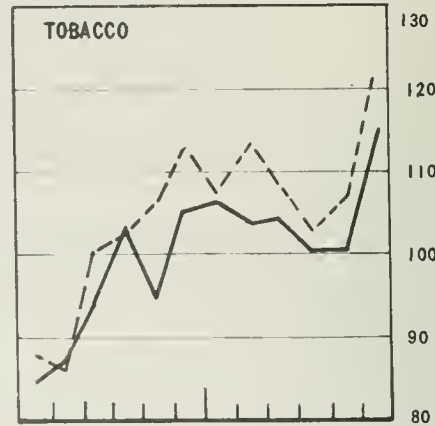
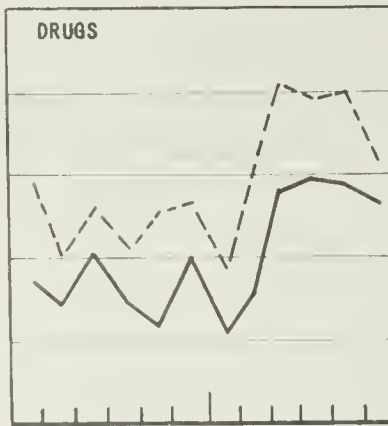
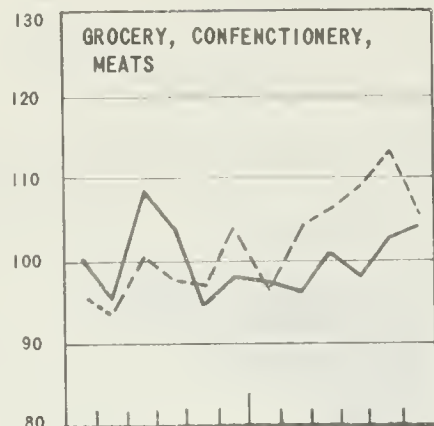


Table 1.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS

DECEMBER 1955

Kind of business	Sales				Inventory, and-of-month			Stock-sales ratios ¹		
	Percent change			Number of establishments reporting, Dec. 1955	(at cost)		(percent)			
	Dec. 1955 from--		12 mo. 1955 from 12 mo. 1954		Percent change, Dec. 1955 from--		Number of establishments reporting, Dec. 1955	Dec. 1955	Dec. 1954	Nov. 1955
	Dec. 1954	Nov. 1955			Dec. 1954	Nov. 1955				
Merchant wholesalers.....	+7	-2	+10	11,378	+6	-3	7,758	115	115	116
Grocery, confectionery, meat wholesalers.....	-2	-4	+2	1,308	+1	-4	1,039	85	83	86
General-line grocery wholesalers.....	+6	-2	+6	786	+2	-5	676	108	114	111
Nonaffiliated ²	+1	-4	+3	610	+4	-5	538	123	127	121
Voluntary groups.....	+9	0	+7	157	0	-4	125	95	102	99
Retailer-cooperative.....	+13	+3	+13	19	-5	-4	13	84	100	89
Specialty-line grocery wholesalers.....	-10	-7	-5	289	+2	-3	206	86	74	87
Confectionery wholesalers.....	-3	0	+4	83	-4	-10	36	67	74	74
Meat, meat products wholesalers.....	-5	-6	+3	150	-3	-3	121	26	23	24
Edible farm products distributors.....	+8	+1	+6	885	+13	-7	692	24	23	27
Dairy, poultry products distributors.....	+11	0	+7	555	+18	-5	456	29	27	31
Fresh fruit, vegetable wholesalers.....	+5	+2	+4	330	+2	-14	236	17	17	21
Beer, wine, distilled spirits wholesalers.....	+3	+14	+5	519	+6	-18	439	79	71	100
Beer distributors.....	+2	+11	+4	131	+4	-12	105	69	47	59
Wine, distilled spirits wholesalers.....	+3	+16	+7	388	+7	-20	334	83	82	120
Drugs, chemicals, allied products wholesalers.....	+6	-7	+11	686	+6	-4	438	136	138	137
Drug wholesalers (general and specialty lines).....	+6	-7	+10	308	+6	-5	215	154	152	157
Industrial chemicals, explosives wholesalers.....	+9	-6	+12	219	+6	-1	155	84	86	82
Paint, varnish wholesalers.....	+6	-8	+10	159	+7	-3	68	205	191	194
Tobacco distributors.....	+5	+11	+5	271	+1	-9	129	51	52	63
Dry goods, apparel wholesalers.....	+3	-15	+8	405	+3	-3	193	202	183	177
Clothing, furnishings, footwear wholesalers.....	0	-20	+6	95	+1	0	41	192	168	165
Dry goods wholesalers (general and specialty lines).....	+9	-14	+7	193	-5	-7	95	201	209	177
Piece goods converters.....	-5	-12	+11	117	+21	+3	57	214	159	188
Furniture, home furnishings wholesalers.....	+13	-8	+14	331	+9	-6	165	132	127	126
Furniture wholesalers.....	+9	0	+16	126	+1	-5	72	124	130	139
Home furnishings, floor coverings wholesalers.....	+16	-12	+14	205	+15	-7	93	136	126	120
Paper, allied products wholesalers.....	+12	-4	+11	485	+7	+1	309	99	103	91
Paper wholesalers.....	+13	-5	+11	303	+8	+2	221	93	97	86
Stationery, wallpaper wholesalers.....	+7	+1	+9	182	+2	-1	88	146	153	134
Inedible farm products merchants.....	-19	-12	-1	268	-29	-4	174	123	141	111
Automotive wholesalers.....	+9	-11	+15	641	+13	0	410	203	183	178
Motor-vehicle distributors.....	+6	-7	+20	76	+30	+9	50	126	98	105
Automotive equipment, tire-tubs wholesalers.....	+10	-13	+13	565	+8	-2	360	240	231	210
Electrical, electronic, appliance goods distributors.....	+11	+3	+12	879	+19	-5	754	123	113	136
Electric equipment, supplies wholesalers ³	+12	+6	+13	569	+21	-5	529	121	109	141
Electrical appliances, TV and radio sets and parts, and electronic parts, equipment distributors.....	+11	0	+11	310	+16	-4	225	127	118	131
Hardware, plumbing, heating goods wholesalers.....	+9	-12	+10	545	+13	-2	368	222	218	199
Hardware wholesalers.....	+6	-10	+8	222	+8	-3	171	236	230	216
Plumbing, heating goods distributors.....	+13	-14	+13	323	+20	-1	197	205	201	178
Lumber, construction materials distributors.....	0	-9	+14	548	+20	+4	367	126	102	110
Lumber, millwork wholesalers.....	-1	-7	+16	327	+26	+5	252	136	108	123
Construction materials distributors.....	+1	-13	+12	221	+3	+1	115	100	90	81
Machinery, equipment, supplies distributors.....	+21	+1	+14	2,036	+9	+1	1,388	190	208	189
Air conditioning, commercial refrigeration equipment distributors.....	+14	+3	+13	128	+9	0	74	157	173	156
Commercial machines, equipment distributors.....	+14	+8	+11	129	+9	+1	85	162	146	165
Industrial machinery, equipment, supplies houses.....	+26	+1	+14	917	+5	+1	705	167	194	169
Professional equipment, supplies houses ⁴	+13	+4	+9	440	+11	0	262	201	194	217
Surgical, medical, hospital supply houses.....	+16	+10	+12	79	+6	+2	41	153	158	173
Service establishment equipment, supplies houses.....	+13	-8	+11	163	-2	0	86	162	182	145
Other machinery, equipment distributors.....	+21	+1	+20	259	+17	+2	176	285	300	268
Metals, metalwork (except scrap) distributors.....	+36	+1	+34	308	+10	+3	200	139	182	130
Iron, steel and products distributors.....	+39	-1	+36	214	+15	+4	137	175	223	161
Nonferrous metals distributors.....	+31	+4	+32	94	-5	0	63	73	110	73
Iron-steel scrap, waste materials dealers.....	+37	+2	+60	296	+8	+4	167	61	76	57
Iron-steel scrap dealers.....	+40	+5	+76	172	+2	+9	91	54	74	47
Waste materials dealers.....	+32	-3	+40	124	+15	0	76	69	78	70
Other merchant wholesalers ⁴	+10	+3	+11	967	-5	-5	526	94	111	98
Amusement, sporting goods wholesalers.....	+15	+12	+9	139	-3	-11	75	103	105	148
Book, periodical, newspaper wholesalers.....	+13	+3	+9	110	+6	-3	31	128	147	144
Coal wholesalers.....	+22	+8	+24	220	+10	-12	108	47	59	60
Farm supplies wholesalers.....	-18	+10	-2	193	-27	+6	147	168	203	184
Jewelry wholesalers.....	+4	+10	+7	122	-4	-5	58	153	190	159

See page 6 for footnotes.

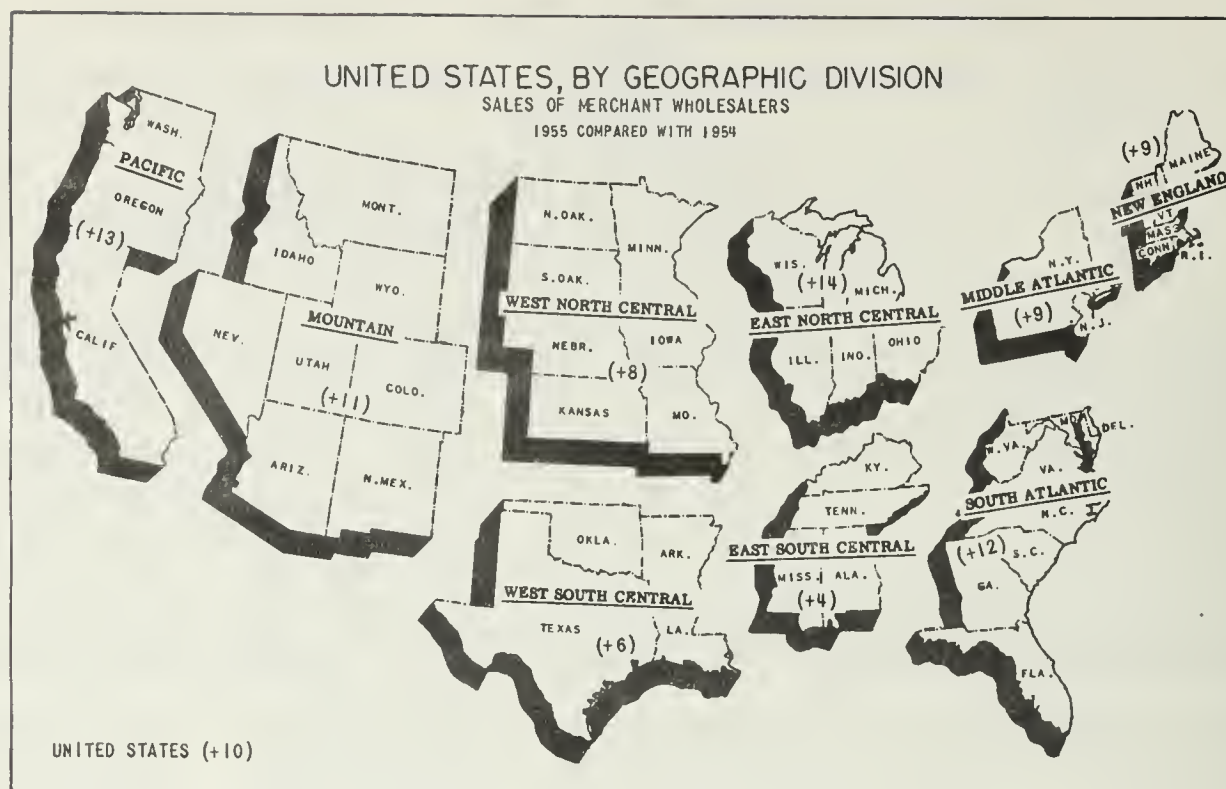


Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS

DECEMBER 1955

Kind of business and geographic division (See map above)	Sales				Inventory, and-of-month (at cost)			Stock-sales ratios ¹ (percent)		
	Percent change			Number of establish- ments reporting, Dec. 1955	Percent change, Dec. 1955 from--		Numbar of establish- ments reporting, Dec. 1955	Dec. 1955	Dec. 1954	Nov. 1955
	Dec. 1955 from--		12 mo. 1955 from 12 mo. 1954		Dec. 1955 from--					
	Dec. 1954	Nov. 1955				Dec. 1954				
Merchant wholasalers, total ⁴	+7	-2	+10	11,378	+6	-3	7,758	115	115	116
New England.....	+13	+1	+9	556	+3	-2	332	101	109	103
Middle Atlantic.....	+6	-3	+9	2,592	+7	-2	1,488	103	99	101
East North Central.....	+13	-3	+14	2,190	+8	-2	1,563	104	107	100
West North Central.....	+1	-7	+8	1,095	+6	-2	769	149	139	141
South Atlantic.....	+8	-2	+12	1,164	+10	-7	853	119	113	128
East South Central.....	0	+1	+4	506	-8	-6	374	123	139	135
West South Central.....	+1	+1	+6	1,394	-2	-6	1,119	134	142	146
Mountain.....	-1	-3	+11	404	+5	-4	306	144	140	149
Pacific.....	+11	0	+13	1,477	+14	-2	954	124	117	129
General-line grocery wholesalers.....	+6	-2	+6	786	+2	-5	676	108	114	111
Middle Atlantic.....	+19	+3	+5	84	+2	+2	76	115	139	113
East North Central.....	+15	+4	+6	103	-4	-7	78	94	116	104
West North Central.....	+11	-6	+8	122	+7	-3	113	116	118	114
South Atlantic.....	-8	-1	+3	57	+10	-3	42	133	113	140
East South Central.....	-7	-4	-2	46	-2	-2	40	102	106	101
West South Central.....	-1	-6	+5	164	+3	-10	140	117	115	125
Mountain.....	+20	+3	+18	35	+6	-14	33	69	70	83
Pacific.....	+5	-5	+10	168	-6	-2	150	102	115	96
Specialty-line grocary wholesalers.....	-10	-7	-5	289	+2	-3	206	86	74	87
New England.....	+2	+4	+1	17	-18	-7	9	80	115	95
Middle Atlantic.....	-16	-12	-10	123	0	+7	81	77	66	70
East North Central.....	-5	+6	+3	35	+35	-3	26	85	63	90
West North Central.....	+5	-3	-3	9	-11	-5	7	80	71	70
South Atlantic.....	+11	0	+8	24	+8	-6	16	174	158	184
South Central.....	-31	-11	-5	40	-11	-27	35	77	72	110
Pacific.....	+1	-6	+1	38	+17	-8	30	74	67	75
Dairy, poultry products distributors.....	+11	0	+7	555	+18	-5	456	29	27	31
New England.....	+3	-3	+9	17	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+2	+2	+4	93	+7	-18	59	18	17	22
East North Central.....	+13	-7	+6	104	+20	-8	79	23	23	27
South Atlantic.....	+9	+7	+12	103	+5	-1	94	32	31	36
South Central.....	+17	0	+11	64	-2	+3	55	24	30	23
Pacific.....	+9	+3	+6	109	+10	-7	100	36	35	39

See page 6 for footnotes.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS--Continued

DECEMBER 1955

Kind of business and geographic division (See map, page 4)	Sales			Number of establish- ments reporting Dec. 1955	Inventory, end-of-month (at cost)		Number of establish- ments reporting Dec. 1955	Stock-sales ratios ¹ (percent)		
	Percent change		Percent change, Dec. 1955 from--		Dec. 1954	Nov. 1955		Dec. 1955	Dec. 1954	Nov. 1955
	Dec. 1955 from--	12 mo. 1955 from 12 mo. 1954								
Fresh fruit, vegetable wholesalers.....	+5	+2	+4	330	+2	-14	236	17	17	21
New England.....	-13	-25	-3	11	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+8	+1	+8	43	+4	-21	20	12	12	15
East North Central.....	+5	+5	+3	38	-3	-21	28	8	10	11
West North Central.....	-1	-1	-3	57	-27	-21	44	25	20	29
South Atlantic.....	+3	+19	+6	29	+6	-4	22	20	18	24
South Central.....	+6	+16	+2	46	+14	-5	33	27	26	34
Pacific.....	+7	-6	+8	77	-1	-14	59	17	18	24
Drug wholesalers (general and specialty lines).....	+6	-7	+10	308	+6	-5	215	154	152	157
New England.....	+6	+4	+10	18	+8	-8	13	143	139	162
Middle Atlantic.....	+2	-16	+9	65	-1	-6	38	141	137	148
East North Central.....	+9	-8	+9	56	+15	-3	33	140	133	133
West North Central.....	+4	-2	+6	27	+2	-3	24	157	162	159
South Atlantic.....	+7	-1	+12	47	+4	-6	36	159	163	169
East South Central.....	+9	0	+9	15	+6	-7	12	156	160	168
West South Central.....	+10	0	+11	41	+5	-7	33	179	192	193
Mountain.....	+3	-9	+10	12	+2	-7	8	215	205	208
Pacific.....	+4	-10	+12	27	+15	-5	18	148	131	140
Tobacco distributors.....	+5	+11	+5	271	+1	-9	129	51	52	63
New England.....	+5	+6	+8	30	-6	-11	9	58	70	66
Middle Atlantic.....	+3	+11	+2	54	+16	-1	32	49	46	57
East North Central.....	+5	+10	+6	44	+7	-16	26	45	43	54
West North Central.....	-11	+10	+1	21	-21	-14	15	56	64	66
South Atlantic.....	+11	+17	+6	29	-5	-7	22	45	56	59
South Central.....	+11	+20	+5	43	-10	-15	18	53	45	83
Pacific.....	+14	+5	+11	39	(x)	(x)	(x)	(x)	(x)	(x)
Dry goods, apparel wholesalers.....	+3	-15	+8	405	+3	-3	193	202	183	177
New England.....	+1	-19	+7	16	-20	-10	6	171	203	123
Middle Atlantic.....	0	-14	+7	264	+7	-6	122	190	164	167
East North Central.....	+6	-15	+9	35	-9	-4	19	173	213	160
West North Central.....	+15	-27	0	18	+2	+4	11	318	324	278
South Atlantic.....	+11	-20	+13	15	+1	-12	7	181	191	157
South Central.....	+16	-9	+11	26	-18	-13	10	120	176	117
Pacific.....	+13	-13	+14	30	+7	+7	17	333	219	285
Furniture, home furnishings wholesalers.....	+13	-8	+14	331	+9	-6	165	132	127	126
Middle Atlantic.....	+6	-16	+11	105	-2	-3	41	140	105	93
East North Central.....	+15	-9	+15	69	+6	-11	36	118	123	111
West North Central.....	-8	0	+8	18	-3	-13	13	177	166	209
South Atlantic.....	+10	+1	+15	37	+8	-10	24	133	133	148
South Central.....	+30	+12	+19	44	+13	-7	26	173	194	226
Pacific.....	+22	+2	+23	34	+20	-2	14	117	134	120
Automotive equipment, tire-tube wholesalers.....	+10	-13	+13	565	+8	-2	360	240	231	210
Middle Atlantic.....	+10	-13	+10	85	+5	0	54	251	228	223
East North Central.....	+25	-16	+19	100	+10	-2	72	190	202	151
West North Central.....	+19	-6	+9	66	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	+5	-4	+17	59	+8	-8	46	252	251	255
East South Central.....	+1	-13	+14	75	+23	-5	70	248	189	223
West South Central.....	-2	-14	+5	27	+5	-2	24	336	307	286
Pacific.....	+21	-10	+18	92	+15	+3	25	226	241	215
Electrical equipment, supplies wholesalers ³	+12	+6	+13	569	+21	-5	529	121	109	141
New England.....	+19	+22	+12	32	+23	-9	32	120	116	161
Middle Atlantic.....	+19	+7	+10	74	+13	+2	64	109	102	129
East North Central.....	+8	+3	+12	158	+10	-7	144	107	104	123
West North Central.....	+8	+8	+9	55	+22	-6	52	126	111	145
South Atlantic.....	+9	+7	+15	92	+25	-9	85	130	114	149
East South Central.....	+11	+2	+13	33	+49	-10	30	159	106	208
West South Central.....	+14	+18	+17	56	+27	+1	55	161	146	190
Mountain.....	+8	0	+15	21	+36	-5	21	120	96	126
Pacific.....	+11	+2	+21	48	+29	-6	46	125	102	136
Electrical appliances, electronic parts distributors	+11	0	+11	310	+16	-4	225	127	118	131
New England.....	+22	-10	+7	12	+15	+6	10	105	114	93
Middle Atlantic.....	+9	-6	+12	70	+2	-4	46	112	114	111
East North Central.....	+11	+2	+10	64	+28	-1	51	142	123	149
West North Central.....	-1	-6	-1	30	+19	-3	21	133	114	121
South Atlantic.....	+22	+8	+15	42	+30	-1	28	109	100	116
East South Central.....	-2	+6	+12	13	+14	-5	13	173	146	192
West South Central.....	+8	-1	+8	24	+10	-12	20	131	123	148
Pacific.....	+15	+2	+19	49	+16	-9	32	119	122	115
Hardware wholesalers.....	+6	-10	+8	222	+8	-3	171	236	230	216
Middle Atlantic.....	+9	-4	+8	29	+3	-9	12	133	163	157
East North Central.....	+17	-8	+7	37	+9	-2	34	220	227	200
West North Central.....	-1	-24	+4	26	+10	+2	25	308	275	239
South Atlantic.....	+7	-16	+11	30	+1	+1	22	293	285	232
East South Central.....	-1	-7	+10	22	+5	-12	17	216	202	225
West South Central.....	+4	-10	+9	24	+14	-2	22	197	194	181
Mountain.....	+9	+3	+20	11	+7	-4	10	215	223	232
Pacific.....	-1	-9	+9	36	+10	-4	27	276	242	258

See footnotes at bottom of page 6.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS--Continued

DECEMBER 1955

Kind of business and geographic division (See map, page 4)	Sales				Inventory, end-of-month (at cost)			Stock-sales ratios ¹ (percent)		
	Percent change			Number of establish- ments reporting, Dec. 1955	Percent change, Dec. 1955 from--		Number of establish- ments reporting, Dec. 1955	Dec. 1955	Dec. 1954	Nov. 1955
	Dec. 1955 from--		12 mo. 1955 from 12 mo. 1954							
	Dec. 1954	Nov. 1955			Dec. 1954	Nov. 1955				
Plumbing, heating goods wholesalers.....	+13	-14	+13	323	+29	-1	197	205	201	178
New England.....	+9	-17	+13	19	+7	-2	14	326	352	281
Middle Atlantic.....	+18	-15	+11	113	+21	0	53	197	225	162
East North Central.....	+13	-22	+14	48	+26	0	35	163	138	133
West North Central.....	+9	-16	+6	31	+15	-2	29	221	209	193
South Atlantic.....	+18	-9	+19	45	+24	-7	32	176	175	181
South Central.....	+9	+1	+9	24	+14	-2	18	192	186	201
Pacific.....	+2	-16	+16	34	+41	+2	10	235	174	187
Lumber, construction materials dealers.....	0	-9	+14	548	+20	+4	367	126	102	110
New England.....	+3	-14	+12	31	+5	+2	22	128	124	116
Middle Atlantic.....	+11	-5	+12	111	+20	+4	80	121	96	98
East North Central.....	+1	-11	+15	131	+20	+3	68	121	101	98
West North Central.....	-12	-12	+14	37	+26	-1	23	148	91	116
South Atlantic.....	+11	-10	+26	57	+23	+2	40	145	126	133
South Central.....	-17	-15	+9	69	+15	+6	58	183	144	145
Pacific.....	-3	-4	+16	103	+32	+8	69	91	70	97
Industrial machinery, equipment, supplies distributors	+26	+1	+14	917	+5	+1	705	167	194	169
New England.....	+28	-4	+8	13	+18	+9	7	226	203	177
Middle Atlantic.....	+24	+3	+6	71	-2	+3	46	143	131	138
East North Central.....	+20	-8	+22	106	+14	+5	78	157	147	134
West North Central.....	+14	-16	+13	69	+3	+3	47	211	198	191
South Atlantic.....	+33	-6	+17	46	+16	0	42	161	182	152
South Central.....	+35	+10	+16	476	-3	-1	405	147	221	167
Mountain.....	+4	+17	+18	63	+4	+4	47	198	202	225
Pacific.....	+33	+8	+13	73	+15	-3	33	230	264	279

x Insufficient data to show separately.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.² Not affiliated with voluntary groups or cooperative groups.³ Includes general-line electrical goods, wiring supplies, construction materials and apparatus wholesalers.⁴ Totals include data for some kinds of business not shown separately.⁵ In November 1955 report, percent change in sales shown for this division under column "November 1955 from November 1954" should be changed from +1 to +10, and stock-sales ratio shown for November 1954 should be changed from 126 to 142.

Note: Firms reporting in this survey are part of a probability sample representing merchant wholesalers in all kinds of business. Each firm selected in the sample has an assigned weight which reflects its probability of selection (or, in other terms, the number of firms in the trade which it represents in the sample). Large firms are selected with certainty, thus having a weight of one (1). Other firms are sampled at varying rates, depending upon sizes, with smaller firms having a lower probability of selection and thus a larger weight.

Sales and inventory figures reported for any firm are multiplied by this weight and the results summarized to obtain percentage changes and stock-sales ratios.

Data on reported dollar values, previously shown as a measure of coverage, are now omitted since the trend data are based on weighted values. The number of establishments in the sample, from which reports were received in time for tabulation, are shown as an indication of coverage.

WHOLESALE TRADE REPORT

U. S. DEPARTMENT OF COMMERCE
Sinclair Weeks, Secretary
BUREAU OF THE CENSUS
Robert W. Burgess, Director

JANUARY 1956

FOR RELEASE
MARCH 8, 1956

SALES AND INVENTORIES

Data shown in this report are based on reports submitted by a reporting panel of over 11,000 establishments which are representative of all merchant wholesaler firms in the country (see note on page 6). The reporting panel is part of a probability sample recently developed by the Bureau of the Census to provide national dollar volume estimates of sales and inventories of merchant wholesalers by kind of business.

Sales

Sales of merchant wholesalers in January 1956 declined seasonally by 9 percent from December but were 12 percent higher than in January 1955. Durable goods trades, in total, showed a decrease of 7 percent from the previous month sales but increased 17 percent over a year ago. Nondurable goods trades showed a sharper decline from December sales (10%) and a smaller gain (5%) over last January.

Most trades indicated declines from December sales. The largest decreases were noted for amusement and sporting goods (43%), jewelry (48%), and wine and distilled spirits (50%). Farm supplies, up 16 percent, indicated the largest increase. Compared with a year ago, lower sales were reported in only five trades--fresh fruits and vegetables (-2%), meat (-4%), piece goods (-4%), farm supplies (-11%), and inedible farm products (-12%). All other trades registered increases over year-ago sales. Substantial gains were shown for paper (25%), industrial machinery (27%), nonferrous metals (36%), coal (37%), waste materials (42%), iron and steel products (42%), and

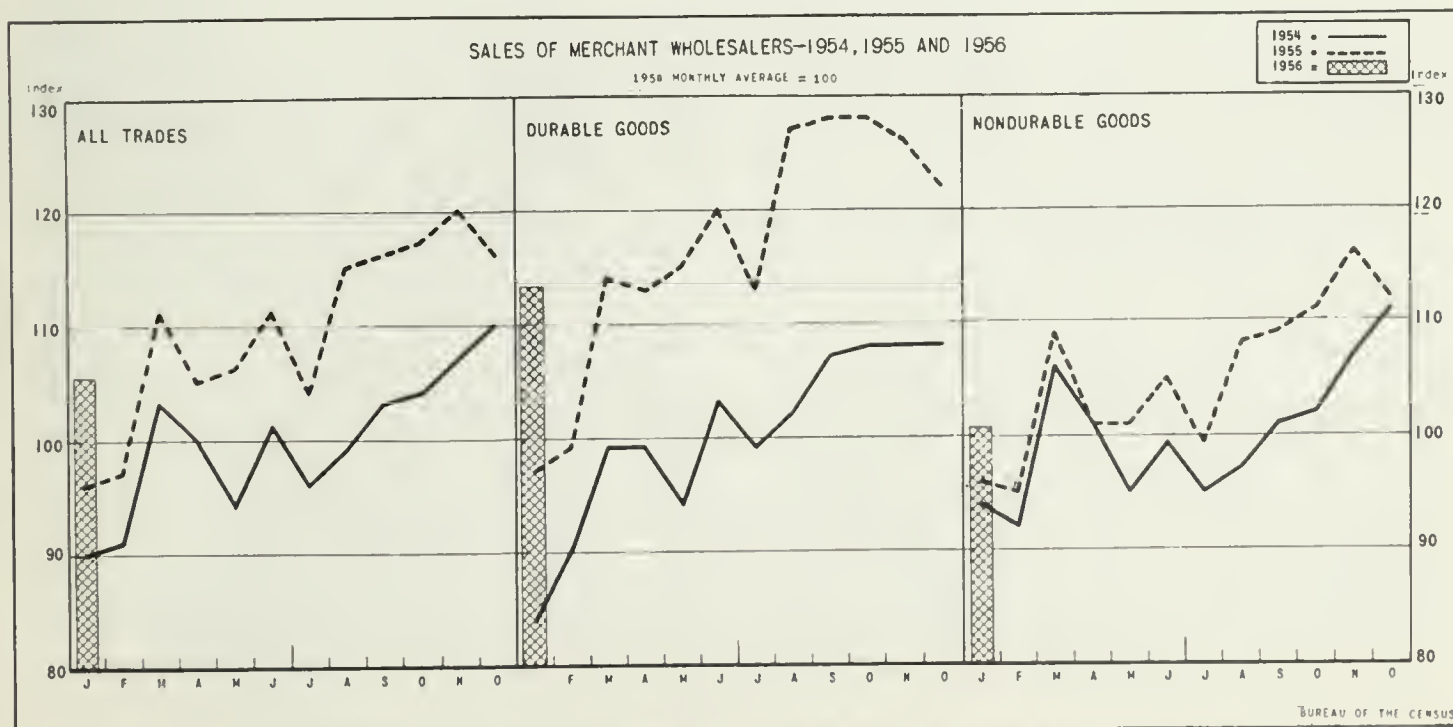
iron and steel scrap (83%)--the last trade showing the principal gain for the 12th consecutive month.

All geographic divisions showed sales declines from December, ranging from 3 percent in the West South Central Division to 16 percent in New England. Small increases over year-ago sales were noted in the East South Central Division (1%), the West North Central Division (3%), and in New England (7%). More substantial gains--between 10 and 17 percent--were indicated in the remaining six divisions, with the East North Central and the West South Central Divisions sharing the principal increase.

Inventories

January 31 inventories of wholesalers rose slightly (1%) over December 31 stocks, and were 8 percent above the year-ago level. The January stock-sales ratio of 131 percent was 15 points above the ratio of the previous month but 3 points lower than the January 1955 ratio.

Most trades indicated only small changes, generally upward, from previous month inventories. Coal, down 13 percent, and meat, up 11 percent, reported the largest inventory changes. Compared with a year ago, iron and steel scrap, down 17 percent, and inedible farm products, down 20 percent, noted the most substantial declines among the 5 trades reporting reduced stocks. All other trades had larger inventories than a year ago, with electrical appliances (22%), electrical equipment (21%), and home furnishings (21%), showing substantial increases.



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.
For sale by the Bureau of the Census: single copy--10¢, annual subscription--\$1.00

SALES OF MERCHANT WHOLESALERS--SELECTED KINDS OF BUSINESS 1954, 1955 AND 1956

1954 = —
1955 = - - -
1956 = [cross-hatched]

1954 MONTHLY AVERAGE = 100

Index

Index

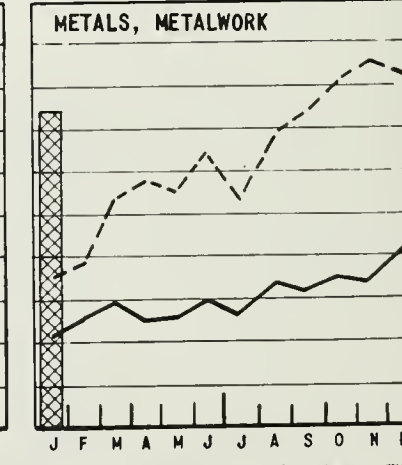
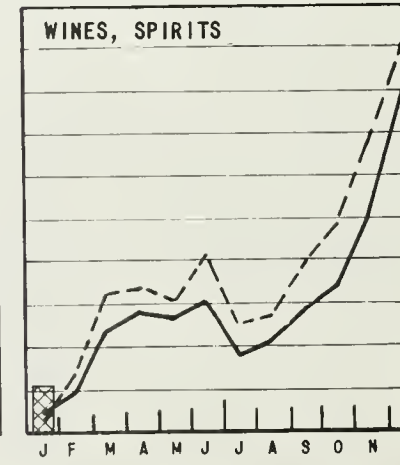
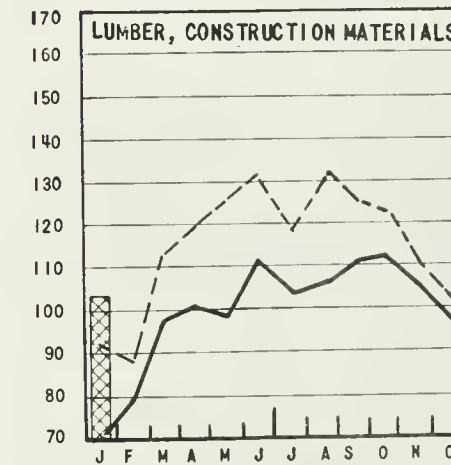
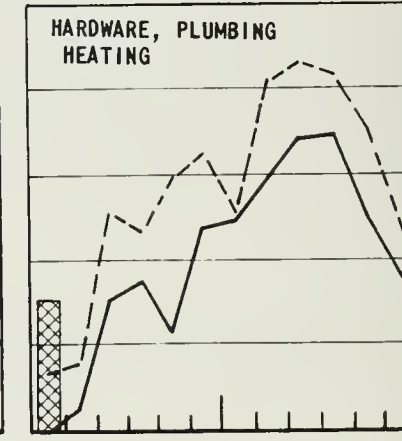
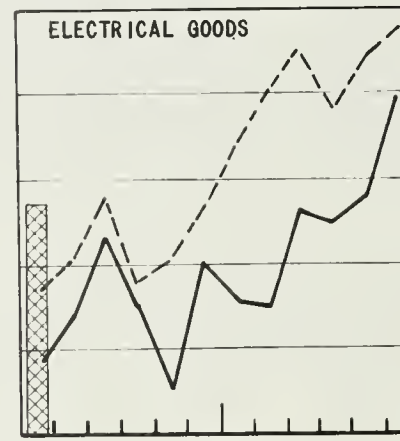
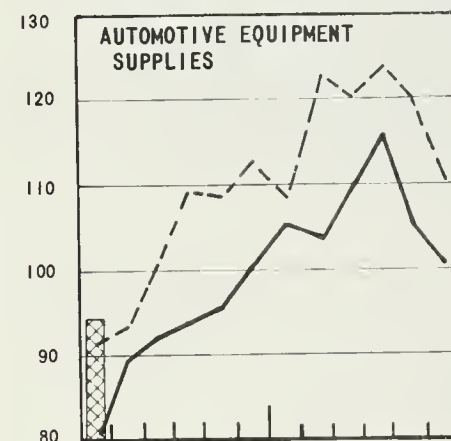
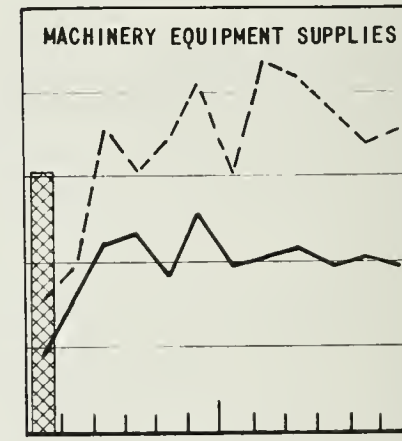
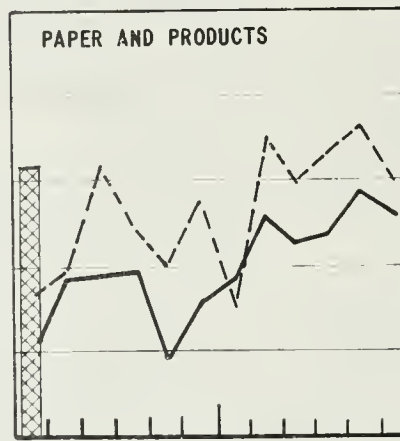
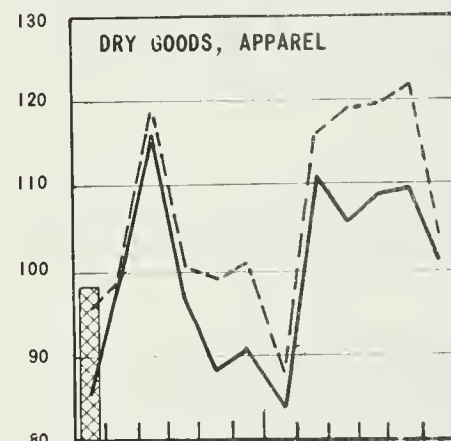
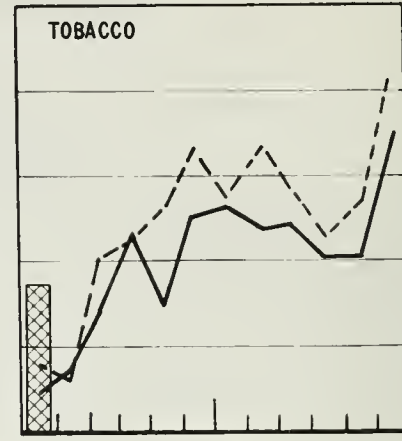
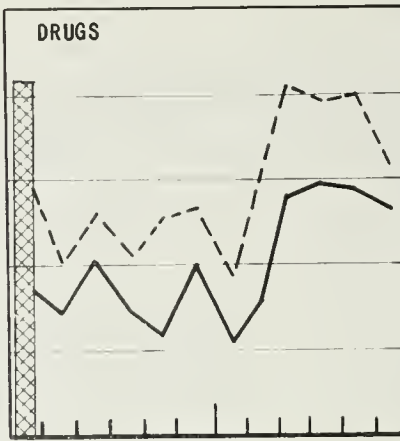
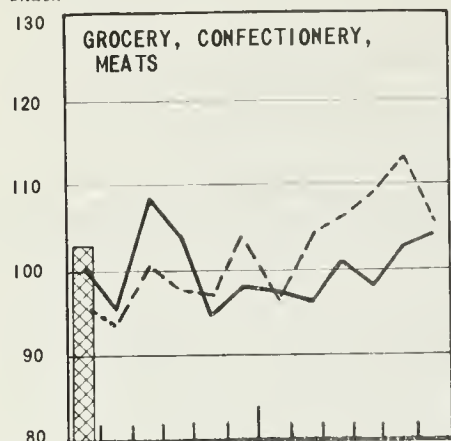


Table 1.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS

JANUARY 1956

Kind of business	Sales			Inventory, end-of-month			Stock-sales ratios ¹		
	Percent change		Number of establishments reporting, Jan. 1956	(at cost)		Number of establishments reporting, Jan. 1956	(percent)		
	January 1956 from--			Percent change, Jan. 1956 from--			Jan. 1956	Jan. 1955	Dec. 1955
	Jan. 1955	Dec. 1955		Jan. 1955	Dec. 1955				
Merchant wholesalers.....	+12	-9	11,545	+8	+1	8,043	131	134	116
Grocery, confectionery, meat wholesalers.....	+4	0	1,293	+6	0	1,004	89	86	90
General-line grocery wholesalers.....	+6	0	780	+6	0	666	114	112	114
Nonaffiliated ²	+1	-1	586	+7	0	522	134	127	130
Voluntary groups.....	+9	-1	177	+1	-1	134	104	108	104
Retailer-cooperative.....	+12	+6	17	+11	+1	10	77	79	83
Specialty-line grocery wholesalers.....	+6	+1	272	+5	-3	187	81	78	91
Confectionery wholesalers.....	+7	-8	93	+17	+5	41	90	81	79
Meat, meat products wholesalers.....	-4	-4	148	+8	+11	110	25	20	20
Edible farm products distributors.....	+7	-11	893	+2	+3	704	31	32	26
Dairy, poultry products distributors.....	+12	-12	577	+7	+2	477	31	33	26
Fresh fruit, vegetable wholesalers.....	-2	-9	316	-8	+7	227	31	31	25
Beer, wine, distilled spirits wholesalers.....	+5	-40	518	+1	0	457	118	123	69
Beer distributors.....	+3	-14	134	-6	+8	119	60	64	46
Wine, distilled spirits wholesalers.....	+6	-50	384	+3	-2	338	160	164	79
Drugs, chemicals, allied products wholesalers.....	+15	+5	693	+7	+3	464	156	157	159
Drug wholesalers (general and specialty lines).....	+15	+6	316	+7	+3	222	150	160	156
Industrial chemicals, explosives wholesalers.....	+15	+2	226	+9	+2	161	162	136	159
Paint, varnish wholesalers.....	+13	+5	151	+5	+1	81	193	218	200
Tobacco distributors.....	+5	-18	281	+7	+3	162	66	68	54
Dry goods, apparel wholesalers.....	+3	-4	389	+7	+3	200	192	195	177
Clothing, furnishings, footwear wholesalers.....	+5	-16	101	+6	+4	54	194	213	164
Dry goods wholesalers (general and specialty lines).....	+11	-2	163	+5	+4	85	181	192	166
Piece goods converters.....	-4	+8	125	+11	+2	61	203	184	208
Furniture, home furnishings wholesalers.....	+12	-14	344	+17	+4	165	185	170	148
Furniture wholesalers.....	+14	-11	111	+8	+1	65	166	171	140
Home furnishings, floor coverings wholesalers.....	+10	-15	233	+21	+5	100	195	170	152
Paper, allied products wholesalers.....	+22	+3	461	+5	-1	269	112	131	115
Paper wholesalers.....	+25	+5	293	+5	0	195	101	123	104
Stationery, wallpaper wholesalers.....	+4	-8	168	+6	-7	74	234	199	225
Inedible farm products merchants.....	-12	-7	284	-20	-4	198	132	146	120
Automotive wholesalers.....	+10	-10	672	+12	+1	458	200	190	180
Motor-vehicle distributors.....	+12	+4	66	+20	-5	57	104	112	95
Automotive equipment, tire-tube wholesalers.....	+9	-16	606	+10	+3	401	256	249	214
Electrical, electronic, appliance goods distributors..	+14	-16	895	+21	+3	770	153	144	126
Electrical equipment, supplies wholesalers ³	+16	-15	573	+21	+1	536	153	150	126
Electrical appliances, TV and radio sets and parts, and electronic parts, equipment distributors.....	+11	-16	322	+22	+5	234	153	137	124
Hardware, plumbing, heating goods wholesalers.....	+13	-9	605	+10	+4	416	248	258	214
Hardware wholesalers.....	+15	-14	241	+12	+7	184	275	282	223
Plumbing, heating goods distributors.....	+12	-3	364	+6	0	232	209	224	199
Lumber, construction materials distributors.....	+9	+4	565	+14	+2	399	149	140	149
Lumber, millwork wholesalers.....	+5	+7	333	+14	+3	245	155	146	169
Construction materials distributors.....	+13	-5	232	+14	+1	154	138	129	117
Machinery, equipment, supplies distributors ⁴	+19	-4	2,058	+14	+2	1,413	190	200	178
Air conditioning, commercial refrigeration equipment distributors.....	+21	-2	102	+17	+4	67	249	258	231
Commercial machines, equipment distributors.....	+12	-15	151	+7	+1	99	146	165	133
Industrial machinery, equipment, supplies houses....	+27	-6	962	+9	+2	724	165	198	144
Professional equipment, supplies houses ⁴	+7	-10	422	+4	0	245	214	223	189
Surgical, medical, hospital supply houses.....	+9	-8	79	+10	+1	44	189	176	175
Service establishment equipment, supplies houses....	+7	-7	160	+11	+2	90	170	166	155
Metals, metalwork (except scrap) distributors.....	+40	-5	282	+11	+2	191	128	169	125
Iron, steel and products distributors.....	+42	-4	195	+12	+3	136	160	212	157
Nonferrous metals distributors.....	+36	-5	87	+6	-2	55	49	66	47
Iron-steel scrap, waste materials dealers.....	+67	+4	293	-9	-4	175	37	73	41
Iron-steel scrap dealers.....	+83	+4	172	-17	-6	112	33	75	39
Waste materials dealers.....	+42	+4	121	+10	+1	63	47	68	46
Other merchant wholesalers ⁴	+16	-14	1,019	+4	0	598	129	138	113
Amusement, sporting goods wholesalers.....	+12	-43	144	+4	+5	110	252	266	137
Book, periodical, newspaper wholesalers.....	+7	-15	133	+11	0	52	125	124	106
Coal wholesalers.....	+37	-4	230	+4	-13	117	39	52	45
Farm supplies wholesalers.....	-11	+16	222	-8	+1	167	149	148	170
Jewelry wholesalers.....	+7	-48	128	+5	+4	57	316	328	143

See page 6 for footnotes.

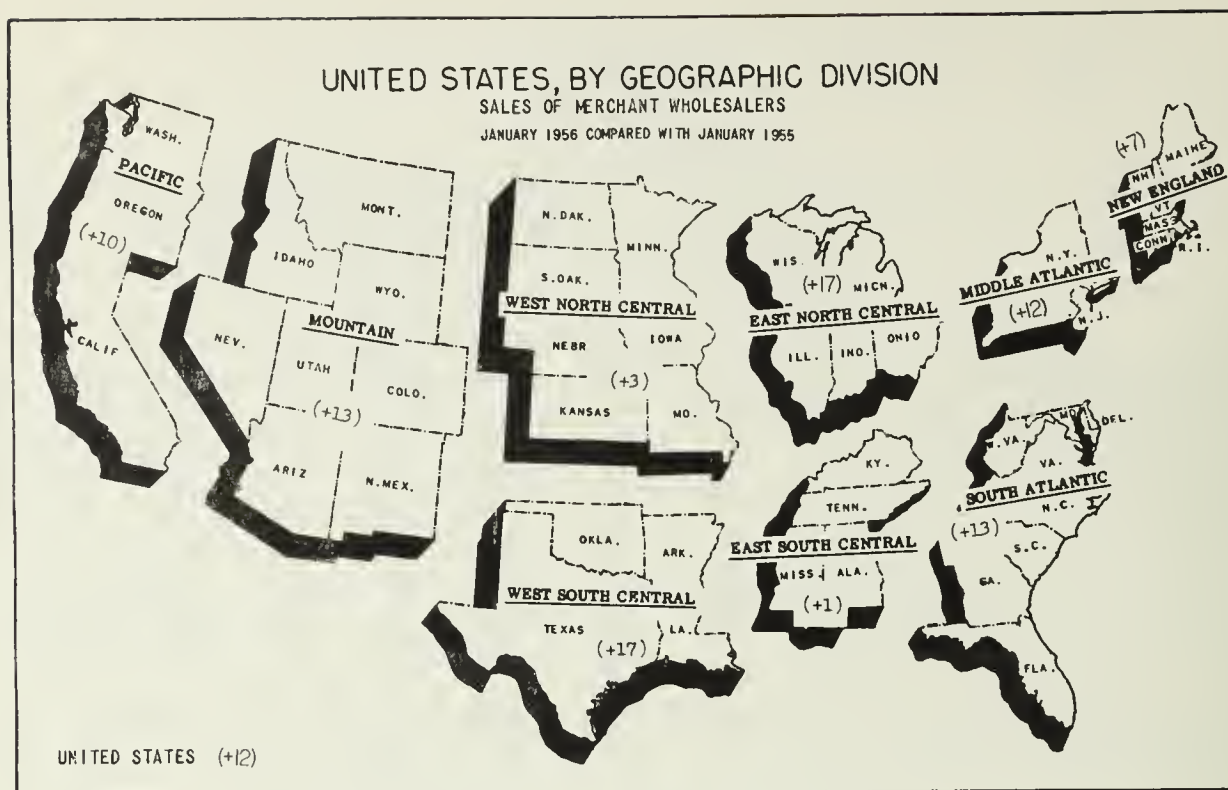


Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS

JANUARY 1956									
Kind of business and geographic division (See map above)	Sales			Inventory, end-of-month			Stock-sales ratios ¹		
	Percent change		Number of establish- ments reporting, Jan. 1956	(at cost)		(percent)			
	Jan. 1956 from--			Percent change, Jan. 1956 from--		Jan. 1956	Jan. 1955	Dec. 1955	
	Jan. 1955	Dec. 1955		Jan. 1955	Dec. 1955				
Merchant wholesalers, total ⁴	+12	-9	11,545	+8	+1	8,043	131	134	116
New England.....	+7	-16	586	-1	+1	329	114	117	97
Middle Atlantic.....	+12	-9	2,549	+7	-1	1,510	109	116	99
East North Central.....	+17	-10	2,205	+9	+1	1,616	112	120	99
West North Central.....	+3	-13	1,171	+10	+1	873	161	148	137
South Atlantic.....	+13	-6	1,222	+11	+5	849	144	145	127
East South Central.....	+1	-7	528	+5	+4	408	159	157	145
West South Central.....	+17	-3	1,404	+3	+1	1,131	157	180	148
Mountain.....	+13	-6	403	+14	+8	309	183	172	155
Pacific.....	+10	-7	1,477	+11	+1	1,018	142	133	127
General-line grocery wholesalers.....	+6	0	780	+6	0	666	114	112	114
Middle Atlantic.....	+10	-1	84	+5	-1	72	102	106	106
East North Central.....	+10	-5	108	+8	-2	86	101	103	98
West North Central.....	+4	+2	119	+12	-4	111	96	88	104
South Atlantic.....	+1	-2	57	+12	+2	44	158	146	151
East South Central.....	-5	-4	45	-6	0	39	145	146	138
West South Central.....	+6	+4	153	+5	+4	131	104	104	102
Mountain.....	+19	+3	27	+13	+4	22	162	170	150
Pacific.....	+6	+9	175	+2	+2	152	96	94	100
Specialty-line grocery wholesalers.....	+6	+1	272	+5	-3	187	81	78	91
New England.....	+16	+5	14	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+3	+11	116	+2	-9	75	57	64	82
East North Central.....	+17	-14	39	+8	-2	31	76	84	67
West North Central.....	+4	-12	11	+15	+2	8	164	167	137
South Atlantic.....	+19	+5	19	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	+1	0	33	+15	-2	25	113	112	119
Pacific.....	0	-6	37	+3	-4	29	90	68	91
Dairy, poultry products distributors.....	+12	-12	577	+7	+2	477	31	33	26
New England.....	+3	-9	17	-11	+4	14	24	30	21
Middle Atlantic.....	+9	-8	104	+9	+7	70	23	23	19
East North Central.....	+18	-14	119	+23	+3	91	30	30	26
West North Central.....	+21	-13	52	+12	-7	46	73	69	62
South Atlantic.....	+16	-12	103	-1	-5	95	22	25	20
South Central.....	+11	-7	58	-6	+2	49	32	39	29
Pacific.....	+9	-19	114	-3	+7	102	35	39	27

See page 6 for footnotes.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS--Continued

JANUARY 1956									
Kind of business and geographic division (See map, page 4)	Sales			Inventory, end-of-month (at cost)			Stock-sales ratios ¹ (percent)		
	Percent change		Number of establish- ments reporting Jan. 1956	Percent change, Jan. 1956 from--		Number of establish- ments reporting Jan. 1956	Jan. 1956	Jan. 1955	Dec. 1955
	Jan. 1956 from--								
	Jan. 1955	Dec. 1955							
Jan. 1955	Dec. 1955	Jan. 1955	Dec. 1955	Jan. 1955	Dec. 1955	Jan. 1956	Jan. 1955	Dec. 1955	
Fresh fruit, vegetable wholesalers.....	-2	-9	316	-8	+7	227	31	31	25
New England.....	-7	-4	13	-3	+7	10	22	21	20
Middle Atlantic.....	-1	-14	39	+2	+16	21	19	19	14
East North Central.....	-9	-11	45	0	+17	30	32	26	22
West North Central.....	-4	-10	53	-6	0	46	32	33	30
South Atlantic.....	+1	-13	29	0	+6	17	40	41	34
South Central.....	+14	-8	32	+1	-9	21	39	48	37
Pacific.....	-3	-5	76	-16	+10	59	34	35	29
Drug wholesalers (general and specialty lines).....	+15	+6	316	+7	+1	222	150	160	156
New England.....	+23	-6	22	+9	+8	15	151	129	142
Middle Atlantic.....	+9	+3	75	+8	+6	42	151	149	150
East North Central.....	+15	+10	53	+6	+2	37	141	167	150
West North Central.....	+10	+5	22	+2	+1	18	164	183	170
South Atlantic.....	+14	+1	44	+9	+7	36	162	169	159
East South Central.....	+16	+2	13	+7	-2	11	170	184	177
West South Central.....	+17	+6	41	+7	+2	33	169	187	174
Mountain.....	+33	+20	16	+19	+15	11	168	174	191
Pacific.....	+15	+13	30	+6	+1	19	126	135	140
Tobacco distributors.....	+5	-18	281	+7	+3	162	66	68	54
New England.....	+5	-22	37	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+5	-22	43	+9	-3	24	95	97	74
East North Central.....	+4	-22	52	+13	+6	38	69	65	52
West North Central.....	-8	-29	23	-5	0	16	66	68	54
South Atlantic.....	+11	-15	28	+4	+7	18	70	73	51
South Central.....	+6	-6	44	+5	+6	25	61	63	55
Pacific.....	+4	-4	43	+1	+8	34	48	58	43
Dry goods, apparel wholesalers.....	+3	-4	389	+7	+3	200	192	195	177
New England.....	+4	+2	19	0	-8	8	122	126	161
Middle Atlantic.....	+1	-3	261	+7	0	126	176	185	164
East North Central.....	+28	-22	27	+11	+10	17	169	195	120
West North Central.....	+9	+9	21	+20	+12	18	245	233	304
South Atlantic.....	+3	-18	22	+3	+7	12	227	238	143
South Central.....	+9	-16	15	+10	+14	7	288	264	327
Furniture, home furnishings wholesalers.....	+12	-14	344	+17	+4	165	185	170	148
Middle Atlantic.....	+16	-12	98	+20	+1	45	164	146	140
East North Central.....	+9	-19	71	+17	+3	45	181	165	138
West North Central.....	+13	-8	23	+28	0	13	227	202	181
South Atlantic.....	+4	-21	41	+1	+5	19	245	216	180
South Central.....	+12	-15	43	+14	-4	20	250	222	193
Pacific.....	+12	-5	42	+20	+15	12	169	166	139
Automotive equipment, tire-tube wholesalers.....	+9	-16	606	+10	+3	401	256	249	214
Middle Atlantic.....	+21	-17	83	+13	-1	56	201	236	174
East North Central.....	+12	-19	101	+10	+3	68	202	192	162
West North Central.....	0	-18	66	+9	+4	19	343	298	258
South Atlantic.....	+2	-7	66	+7	+6	53	282	265	263
East South Central.....	+15	-1	75	+32	+14	73	337	326	278
West South Central.....	+10	0	74	+1	+3	71	286	294	297
Mountain.....	0	-14	49	+27	-1	44	334	237	283
Pacific.....	-3	-27	85	+4	+4	12	252	190	157
Electrical equipment, supplies wholesalers ³	+16	-15	573	+21	+1	536	153	150	126
New England.....	+31	-25	35	+5	-8	32	121	164	101
Middle Atlantic.....	+17	-24	71	+3	-2	69	120	133	94
East North Central.....	+6	-22	153	+32	+2	143	164	139	128
West North Central.....	+5	-24	56	+19	+1	54	186	165	145
South Atlantic.....	+12	-12	90	+29	+5	80	166	154	133
East South Central.....	+13	-6	30	+26	+6	26	160	153	143
West South Central.....	+21	-5	62	+29	+4	59	198	151	201
Mountain.....	+5	-18	23	+8	-1	23	197	177	150
Pacific.....	+13	-9	53	+23	-1	50	138	126	110
Electrical appliances, electronic parts distributors..	+11	-16	322	+22	+5	234	153	137	124
New England.....	-7	-21	19	-3	+3	12	141	123	121
Middle Atlantic.....	+13	-20	74	+15	+2	39	122	126	98
East North Central.....	+17	-19	60	+30	+9	50	143	121	107
West North Central.....	-4	-22	36	+21	+8	32	199	156	144
South Atlantic.....	+16	-9	58	+33	+7	43	176	152	159
East South Central.....	+18	-6	8	+44	+16	6	159	159	146
West South Central.....	-10	-12	15	-10	+5	12	147	125	126
Pacific.....	+10	-12	44	+20	-4	33	168	149	149

See footnotes at bottom of page 6.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS--Continued

JANUARY 1956

Kind of business and geographic division (See map, page 4)	Sales		Number of establish- ments reporting, Jan. 1956	Inventory, end-of-month (at cost)		Number of establish- ments reporting, Jan. 1956	Stock-sales ratios ¹ (percent)		
	Percent change			Jan. 1955	Dec. 1955		Jan. 1956	Jan. 1955	Dec. 1955
	Jan. 1956 from--								
	Jan. 1955	Dec. 1955							
Hardware wholesalers.....	+15	-14	241	+12	+7	184	275	282	223
Middle Atlantic.....	+19	-14	32	+16	+1	21	210	222	237
East North Central.....	+14	-19	38	+10	+11	29	263	266	197
West North Central.....	+22	-28	41	+26	+9	39	319	308	211
South Atlantic.....	+13	-17	33	+9	+6	20	369	390	261
East South Central.....	+11	-5	24	+4	+8	21	250	263	225
West South Central.....	+10	-6	28	+18	+10	13	224	220	187
Pacific.....	+13	-10	29	+7	+6	26	275	294	232
Plumbing, heating goods wholesalers.....	+12	-3	364	+6	0	232	209	224	199
New England.....	+2	-11	14	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+5	-4	111	+6	+1	57	229	235	211
East North Central.....	+29	-2	61	+11	0	52	172	194	167
West North Central.....	+5	-5	30	+2	0	29	272	283	257
South Atlantic.....	+11	-13	58	-1	-8	38	191	228	165
South Central.....	+2	-3	45	+6	+3	31	261	218	239
Pacific.....	+8	+9	38	+2	-1	12	190	215	241
Lumber, construction materials dealers.....	+9	+4	565	+14	+2	399	149	140	149
New England.....	0	-5	22	+3	+8	20	105	108	111
Middle Atlantic.....	+4	-7	130	+9	+4	88	150	136	127
East North Central.....	+10	+4	136	+10	0	72	150	166	151
West North Central.....	+5	-7	44	+34	+1	28	177	135	145
South Atlantic.....	+21	+20	51	+41	+5	43	120	118	142
South Central.....	-2	+1	79	+3	-1	68	176	149	196
Pacific.....	+8	+5	87	+8	+3	66	146	118	167
Industrial machinery, equipment, supplies distributors..	+27	-6	962	+9	+2	724	165	198	144
New England.....	+12	+2	18	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+20	-2	72	-2	0	40	139	155	129
East North Central.....	+33	-8	116	+6	0	76	139	187	129
West North Central.....	+11	-7	83	+16	+7	72	147	127	118
South Atlantic.....	+14	0	46	+23	+1	35	161	149	141
South Central.....	+41	-10	486	+6	-1	412	179	252	153
Mountain.....	+13	-22	68	+27	+21	52	221	200	158
Pacific.....	+26	+14	73	+6	0	29	224	347	309

x Insufficient data to show separately.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.² Not affiliated with voluntary groups or cooperative groups.³ Includes general-line electrical goods, wiring supplies, construction materials and apparatus wholesalers.⁴ Totals include data for some kinds of business not shown separately.

Note: Firms reporting in this survey are part of a probability sample representing merchant wholesalers in all kinds of business. Each firm selected in the sample has an assigned weight which reflects its probability of selection (or, in other terms, the number of firms in the trade which it represents in the sample). Large firms are selected with certainty, thus having a weight of one (1). Other firms are sampled at varying rates, depending upon sizes, with smaller firms having a lower probability of selection and thus a larger weight.

Sales and inventory figures reported for any firm are multiplied by this weight and the results summarized to obtain percentage changes and stock-sales ratios.

Data on reported dollar values, previously shown as a measure of coverage, are now omitted since the trend data are based on weighted values. The number of establishments in the sample, from which reports were received in time for tabulation, are shown as an indication of coverage.

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MONTHLY

WHOLESALE TRADE REPORT

FEBRUARY 1956

SALES AND INVENTORIES

U. S. DEPARTMENT OF COMMERCE
Sinclair Weeks, Secretary

BUREAU OF THE CENSUS
Robert W. Burgess, Director

FOR RELEASE
APRIL 6, 1956

Data shown in this report are based on reports submitted by a reporting panel of over 11,000 establishments which are representative of all merchant wholesaler firms in the country (see note on page 6). The reporting panel is part of a probability sample recently developed by the Bureau of the Census to provide national dollar volume estimates of sales and inventories of merchant wholesalers by kind of business.

Sales

Sales of merchant wholesalers in February 1956 rose 2 percent over January and were 15 percent higher than in February 1955. Durable goods trades, in total, increased 4 percent over the previous month but showed a more substantial increase of 20 percent over a year ago. Nondurable goods trades reported a smaller increase (1%) over January sales and a smaller gain (11%) over last February.

Most trades indicated small increases over January sales. Large increases, however, were noted for jewelry (12%), amusement, sporting goods (17%), home furnishings (19%), and farm supplies (24%). Decreases from the previous month were small, the largest decline (6%), being reported for drugs. Only two trades--farm supplies (-4%), and inedible farm products (-2%)--indicated lower sales in February than a year ago. All other trades reported increased sales with the larger gains being noted in the durable goods trades. Substantial gains were registered by grocery specialty-lines (23%), electrical equipment (23%), construction materials (25%), industrial machinery (27%), iron and steel products (33%), coal (35%), nonferrous metals (39%), waste materials (45%),

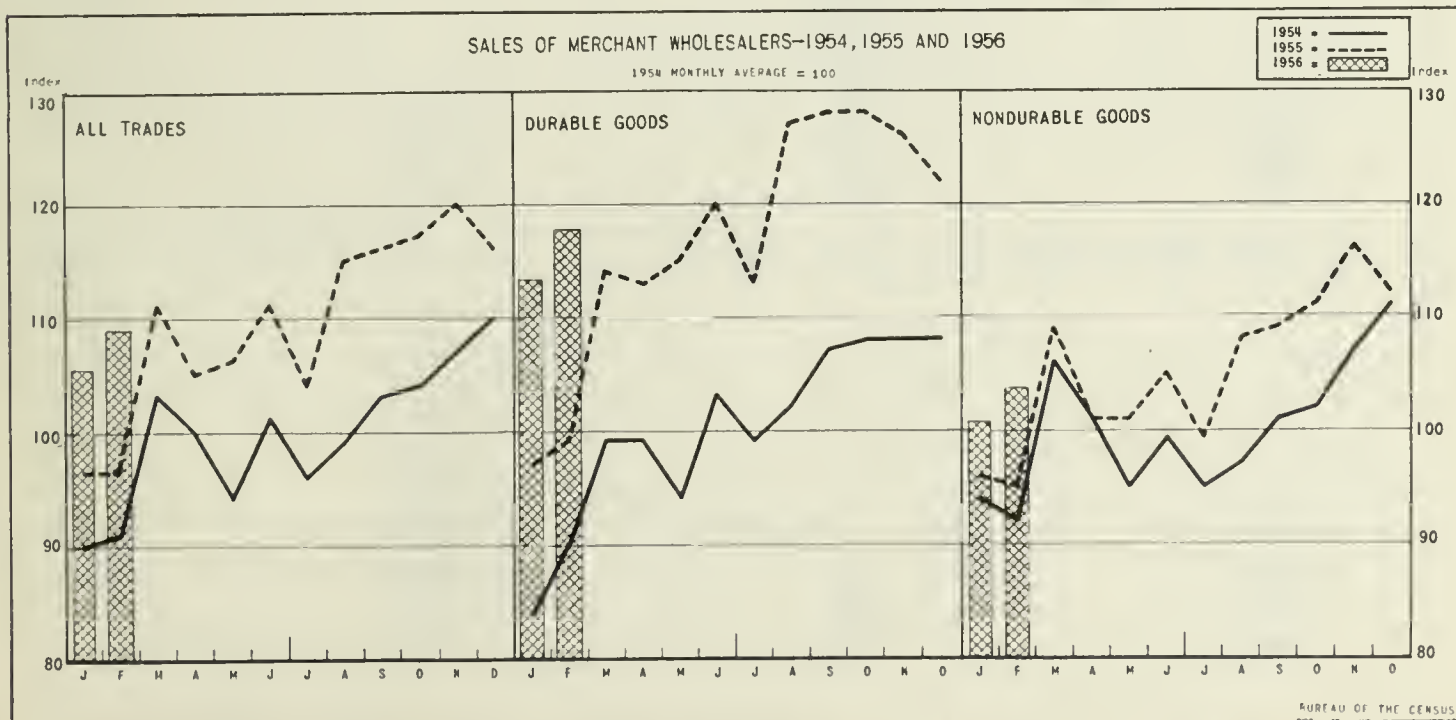
and iron and steel scrap (91%)--the last trade showing the principal gain for the thirteenth consecutive month.

All geographic divisions experienced small gains over the previous month and more substantial increases over sales a year ago. The Pacific Division indicated the largest gain (5%), over January, while New England registered the principal increase (20%), over last February.

Inventories


Inventories of wholesalers at the end of February rose slightly (1%) over January 31 stocks, and were 10 percent above stocks on hand a year ago. Nondurable goods trades, in total, indicated a slight (1%) decline in stocks, while durable goods trades showed a small increase (2%). Both groups reported heavier inventories than a year ago but the durable goods trades noted the larger increases. The February stock-sales ratio for all trades combined was 130 percent, 3 points below the ratio of the previous month and 5 points lower than the February 1955 ratio.

Most trades indicated only small changes, generally upward, from previous month inventories. However, the sharpest month-to-month changes were downward, being reported in farm supplies (-9%), coal (-16%), and iron and steel scrap (-16%). Motor-vehicles, with current stocks up 7 percent over the previous month and 34 percent above a year ago, indicated the principal increases over both periods. Only a few trades reported lower inventories than a year ago. Iron and steel scrap, down 21 percent, noted the sharpest reduction from stocks on hand last February.

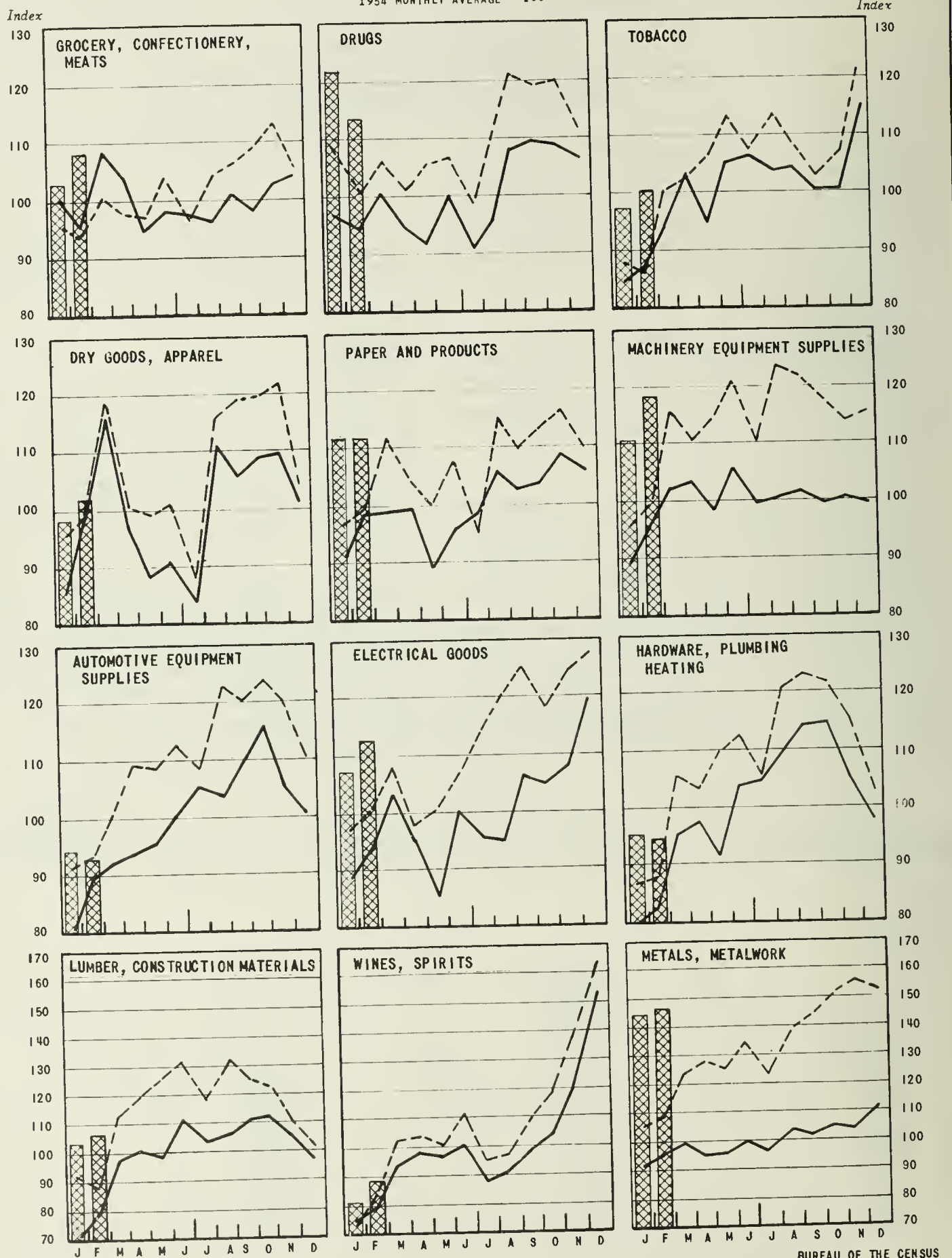


DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.
For sale by the Bureau of the Census: single copy--10¢, annual subscription--\$1.00

SALES OF MERCHANT WHOLESALERS--SELECTED KINDS OF BUSINESS 1954, 1955 AND 1956

1954 = —
1955 = - - -
1956 = 

1954 MONTHLY AVERAGE = 100



BUREAU OF THE CENSUS

Table 1.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS

FEBRUARY 1956

Kind of business	Sales				Inventory, end-of-month			Stock-sales ratios ¹		
	Percent change			Number of establishments reporting, Feb. 1956	(at cost)		(percent)			
	Feb. 1956 from--		Percent change, Feb. 1956 from--		Number of establishments reporting, Feb. 1956	Feb. 1956	Feb. 1955	Jan. 1956		
	Feb. 1955	Jan. 1956							Feb. 1955	Jan. 1956
Merchant wholesalers.....	+15	+2	+13	11,739	+10	+1	8,301	130	135	133
Grocery, confectionery, meat wholesalers.....	+14	+2	+10	1,415	+6	+2	1,126	82	87	81
General-line grocery wholesalers.....	+14	0	+10	843	+7	+1	736	109	116	107
Nonaffiliated ²	+13	-2	+8	655	+7	+1	593	121	125	111
Voluntary groups.....	+16	+3	+13	173	+7	+2	133	85	97	85
Retailer-cooperative.....	+13	+6	+13	15	+3	0	10	113	114	111
Specialty-line grocery wholesalers.....	+23	+7	+15	316	+4	+6	225	72	82	70
Confectionery wholesalers.....	+4	-1	+6	98	+6	+6	44	80	76	74
Meat, meat products wholesalers.....	+2	-3	-1	158	+9	-7	121	22	23	24
Edible farm products distributors.....	+7	-1	+8	876	+14	-2	655	31	31	32
Dairy, poultry products distributors.....	+9	-1	+11	560	+19	-2	441	31	29	32
Fresh fruit, vegetable wholesalers.....	+4	0	+2	316	+4	-1	214	32	34	32
Beer, wine, distilled spirits wholesalers.....	+13	+8	+9	497	+6	-3	450	118	124	130
Beer distributors.....	+15	+8	+9	111	+3	+4	98	69	79	72
Wine, distilled spirits wholesalers.....	+12	+8	+9	386	+7	-4	352	145	149	162
Drugs, chemicals, allied products wholesalers.....	+13	-2	+14	702	+7	-1	474	149	158	146
Drug wholesalers (general and specialty lines).....	+11	-6	+13	309	+9	0	220	167	171	158
Industrial chemicals, explosives wholesalers.....	+18	+3	+16	232	+8	-3	157	94	104	101
Paint, varnish wholesalers.....	+10	+4	+11	161	0	-2	97	205	239	219
Tobacco distributors.....	+12	+3	+9	295	+7	+1	158	61	61	64
Dry goods, apparel wholesalers.....	+7	+4	+5	422	+9	0	206	209	193	213
Clothing, furnishings, footwear wholesalers.....	+6	+9	+5	102	+9	+2	45	191	195	206
Dry goods wholesalers (general and specialty lines).....	+7	+3	+8	191	+1	0	96	217	195	210
Piece goods converters.....	+9	-1	+2	129	+17	-2	65	217	188	225
Furniture, home furnishings wholesalers.....	+14	+14	+14	320	+12	+4	185	175	183	197
Furniture wholesalers.....	+13	+2	+18	101	+15	+2	62	167	170	177
Home furnishings, floor coverings wholesalers.....	+15	+19	+13	219	+11	+4	123	179	189	207
Paper, allied products wholesalers.....	+17	-1	+19	520	+7	-1	360	114	127	118
Paper wholesalers.....	+17	-2	+21	342	+7	-1	260	107	121	112
Stationery, wallpaper wholesalers.....	+18	+1	+11	178	+9	-1	100	188	204	189
Inedible farm products merchants.....	-2	-5	-7	276	-10	-3	201	159	154	157
Automotive wholesalers.....	+4	-4	+7	634	+13	+2	442	216	194	204
Motor-vehicle distributors.....	+3	-5	+7	61	+34	+7	50	139	95	124
Automotive equipment, tire-tube wholesalers.....	+4	-3	+7	573	+9	+1	392	259	247	249
Electrical, electronic, appliance goods distributors..	+15	+3	+14	937	+21	+4	803	168	153	168
Electric equipment, supplies wholesalers ³	+23	+6	+18	588	+19	+5	558	158	156	161
Electrical appliances, TV and radio sets and parts, and electronic parts, equipment distributors.....	+7	0	+9	349	+24	+3	245	181	149	176
Hardware, plumbing, heating goods wholesalers.....	+8	0	+10	612	+9	+4	425	271	265	265
Hardware wholesalers.....	+13	+4	+14	232	+10	+4	191	308	299	310
Plumbing, heating goods distributors.....	+4	-5	+8	380	+7	+4	234	210	209	195
Lumber, construction materials distributors.....	+12	+6	+10	570	+9	+2	388	151	152	155
Lumber, millwork wholesalers.....	+6	+5	+6	334	+7	+2	243	172	172	174
Construction materials distributors.....	+25	+8	+19	236	+15	+2	145	105	101	113
Machinery, equipment, supplies distributors ⁴	+24	+6	+21	2,025	+13	+1	1,440	177	203	190
Air conditioning, commercial refrigeration equipment distributors.....	+4	-1	+12	114	+6	+1	75	210	188	209
Commercial machines, equipment distributors.....	+19	+8	+16	125	+16	+4	90	145	155	148
Industrial machinery, equipment, supplies houses....	+27	+4	+27	933	+9	0	721	157	195	168
Professional equipment, supplies houses ⁴	+16	+6	+11	416	+2	0	250	200	224	215
Surgical, medical, hospital supply houses.....	+12	+1	+10	77	-4	-1	39	151	174	158
Service establishment equipment, supplies houses....	+16	-1	+11	172	+6	+3	98	174	194	160
Metals, metalwork (except scrap) distributors.....	+35	-1	+37	319	+22	+3	225	159	179	146
Iron, steel and products distributors.....	+33	-5	+37	223	+22	+3	165	195	223	175
Nonferrous metals distributors.....	+39	+6	+38	96	+19	+5	60	75	74	73
Iron-steel scrap, waste materials dealers.....	+73	+2	+70	299	-12	-9	199	32	61	35
Iron-steel scrap dealers.....	+91	+3	+87	168	-21	-16	118	22	58	27
Waste materials dealers.....	+45	0	+44	131	+4	-3	81	53	67	53
Other merchant wholesalers ⁴	+13	+4	+14	1,020	+7	-4	564	104	107	116
Amusement, sporting goods wholesalers.....	+20	+17	+17	152	+20	-4	112	207	202	264
Book, periodical, newspaper wholesalers.....	+11	-2	+9	118	+21	-2	36	71	64	73
Coal wholesalers.....	+35	-5	+36	219	+18	-16	106	34	36	39
Farm supplies wholesalers.....	-4	+24	-7	219	-6	-9	152	96	97	134
Jewelry wholesalers.....	+2	+12	+4	127	+2	+2	51	213	215	214

See page 6 for footnotes.



Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS
FEBRUARY 1956

Kind of business and geographic division (See map above)	Sales			Number of establish- ments reporting, Feb. 1956	Inventory, end-of-month (at cost)			Stock-sales ratios ¹ (percent)		
	Percent change				Percent change, Feb. 1956 from--	Number of establish- ments reporting, Feb. 1956	Feb. 1956	Feb. 1955	Jan. 1956	
	Feb. 1956 from--		2 mo. 1956 from 2 mo. 1955							
	Feb. 1955	Jan. 1956								
Merchant wholesalers, total ⁴	+15	+2	+13	11,739	+10	+1	8,301	130	135	133
New England.....	+20	+2	+12	565	+2	+1	319	120	137	119
Middle Atlantic.....	+15	+1	+14	2,591	+8	+3	1,531	107	113	106
East North Central.....	+17	+2	+17	2,338	+12	0	1,714	127	133	130
West North Central.....	+8	+3	+6	1,164	+6	0	887	150	153	155
South Atlantic.....	+16	+2	+15	1,261	+12	+3	896	153	153	155
East South Central.....	+6	+2	+3	512	+10	+3	396	151	149	154
West South Central.....	+13	+2	+14	1,429	+6	+3	1,171	156	173	154
Mountain.....	+12	+4	+11	433	+12	+4	353	203	192	198
Pacific.....	+13	+5	+13	1,446	+15	-5	1,034	118	114	130
General-line grocery wholesalers.....	+14	0	+10	843	+7	+1	736	109	116	107
Middle Atlantic.....	+11	-5	+10	85	+10	+4	73	125	120	119
East North Central.....	+12	0	+11	120	+8	+6	97	115	119	109
West North Central.....	+12	+3	+8	143	+7	0	139	109	114	113
South Atlantic.....	+9	-2	+6	71	+2	-2	43	103	113	103
East South Central.....	+4	-5	-2	36	+5	+2	33	131	132	122
West South Central.....	+10	-3	+8	169	+10	+5	159	130	132	121
Mountain.....	+19	-10	+19	30	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+26	+6	+17	178	+1	-8	159	65	85	72
Specialty-line grocery wholesalers.....	+23	+7	+15	316	+4	+6	225	72	82	70
New England.....	+21	-9	+19	19	-20	-4	11	95	153	93
Middle Atlantic.....	+39	+13	+22	133	+24	+21	88	61	61	53
East North Central.....	+9	-1	+14	41	-2	-4	34	83	98	85
West North Central.....	+4	+3	+4	14	-15	-19	10	115	133	173
South Atlantic.....	+11	+4	+13	30	+10	+10	24	135	139	128
South Central.....	+11	+8	+7	38	-10	-4	30	57	72	65
Pacific.....	+11	+2	+5	40	-27	-15	27	34	51	41
Dairy, poultry products distributors.....	+9	-1	+11	560	+19	-2	441	31	29	32
New England.....	+18	+2	+6	13	+17	+7	11	25	25	24
Middle Atlantic.....	+3	-5	+6	106	+23	+1	64	20	18	19
East North Central.....	+11	-1	+15	109	+21	-3	80	35	33	37
West North Central.....	+13	+4	+17	45	+15	+2	40	88	79	90
South Atlantic.....	+6	0	+12	97	+19	-6	87	28	27	32
South Central.....	+13	+4	+12	61	+14	-4	48	24	23	26
Pacific.....	+11	0	+10	117	+21	-2	102	32	29	33

See page 6 for footnotes.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS--Continued

FEBRUARY 1956

Kind of business and geographic division (see map, page 4)	Sales				Inventory, end-of-month			Stock-sales ratios ¹		
	Percent change			Number of establish- ments reporting Feb. 1956	(at cost)		(percent)			
	Feb. 1956 from--		Percent change, Feb. 1956 from--		Number of establiash- ments reporting Feb. 1956	Feb. 1956	Feb. 1955	Jan. 1956		
	Feb. 1955	Jan. 1956							Feb. 1955	Jan. 1956
Fresh fruit, vegetable wholesalers.....	+4	0	+2	316	+4	-1	214	32	34	32
New England.....	-6	+3	-6	16	-13	0	11	16	14	16
Middle Atlantic.....	+2	+2	+1	47	+7	+3	25	26	25	28
East North Central.....	-3	-3	-6	48	-19	-6	29	22	27	21
West North Central.....	+3	-3	-2	46	0	0	39	28	35	28
South Atlantic.....	+10	-6	+6	32	+10	-7	16	53	51	53
South Central.....	+13	+7	+13	34	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+12	+6	+1	65	-14	-5	51	41	56	45
Drug wholesalers (general and specialty lines).....	+11	-6	+13	309	+9	0	220	167	171	158
New England.....	+6	-10	+15	19	-2	0	13	159	158	143
Middle Atlantic.....	+3	-9	+6	72	+1	0	46	161	165	150
East North Central.....	+16	-7	+16	50	+2	+1	29	177	204	164
West North Central.....	+7	-12	+8	25	+5	+1	22	134	136	116
South Atlantic.....	+19	-5	+17	47	+20	+2	36	170	153	158
East South Central.....	+3	0	+9	14	+5	+1	12	214	208	214
West South Central.....	+19	-6	+18	34	+7	+2	28	193	215	176
Mountain.....	+1	-8	+17	16	+8	+4	13	207	188	182
Pacific.....	+24	0	+18	32	+9	-9	21	121	136	135
Tobacco distributors.....	+12	+3	+9	295	+7	+1	158	61	61	64
New England.....	+11	+7	+8	33	+2	+5	8	71	37	69
Middle Atlantic.....	+13	+5	+10	54	+12	-1	27	68	63	73
East North Central.....	+4	-2	+4	52	+12	+4	29	73	69	72
West North Central.....	+7	0	+1	22	+17	-3	13	66	61	66
South Atlantic.....	+29	+14	+22	31	+1	+3	22	58	76	69
South Central.....	+12	+4	+9	45	-7	-1	20	48	52	51
Pacific.....	+17	+1	+10	39	+10	-1	28	45	52	48
Dry goods, apparel wholesalers.....	+7	+4	+5	422	+9	0	206	209	193	213
New England.....	+19	+19	+12	24	+11	0	13	137	146	151
Middle Atlantic.....	+5	+1	+3	265	+9	0	114	216	191	214
East North Central.....	+2	+18	+12	47	-2	0	29	244	226	254
West North Central.....	+12	+7	+10	26	+22	+6	14	250	226	249
South Atlantic.....	+22	-1	+12	21	+3	+4	13	156	184	155
South Central.....	+1	+19	+5	14	+20	-4	10	255	217	287
Pacific.....	+10	+6	0	23	(x)	(x)	(x)	(x)	(x)	(x)
Furniture, home furnishings wholesalers.....	+14	+14	+14	320	+12	+4	185	175	183	197
Middle Atlantic.....	+13	+14	+14	102	+5	+1	41	151	163	178
East North Central.....	+17	+13	+13	68	+17	+8	43	176	185	190
West North Central.....	+10	0	+12	19	+11	+2	16	240	248	236
South Atlantic.....	+18	+13	+12	33	+15	+2	18	257	309	255
South Central.....	+5	+15	+8	38	+13	+14	34	225	204	249
Pacific.....	+20	+17	+16	39	+15	-7	19	126	144	162
Automotive equipment, tire-tube wholesalers.....	+4	-3	+7	573	+9	+1	392	259	247	249
Middle Atlantic.....	+11	+3	+16	93	-1	+1	51	222	228	245
East North Central.....	-2	-9	+5	114	+11	+1	79	224	204	193
West North Central.....	+6	-6	+4	67	-5	-1	27	273	309	248
South Atlantic.....	+4	-3	+3	69	+12	+3	54	270	270	257
East South Central.....	+10	+6	+13	86	+21	-1	85	314	294	354
West South Central.....	+14	+1	+11	21	+11	+3	20	205	206	199
Mountain.....	-1	+3	0	56	+13	-1	53	321	311	331
Pacific.....	0	-1	-2	52	+16	-2	19	297	242	298
Electrical equipment, supplies wholesalers ³	+23	+6	+18	588	+19	+5	558	158	156	161
New England.....	+26	+3	+28	37	+1	+7	33	117	142	111
Middle Atlantic.....	+32	+1	+25	73	+16	+6	65	139	138	131
East North Central.....	+19	+11	+14	165	+12	-1	155	175	179	193
West North Central.....	+8	+21	+6	55	+17	+9	53	206	182	228
South Atlantic.....	+24	+6	+17	84	+29	+16	83	168	162	164
East South Central.....	+6	+11	+10	35	+17	+5	34	168	153	178
West South Central.....	+19	-2	+20	66	+24	+12	62	145	137	129
Mountain.....	+21	+24	+13	22	+17	+5	22	196	148	231
Pacific.....	+22	+12	+16	51	+24	-3	51	146	144	168
Electrical appliances, electronic parts distributors..	+7	0	+9	349	+24	+3	245	181	149	176
New England.....	+31	+2	+19	30	+28	+7	21	127	132	116
Middle Atlantic.....	+9	-3	+11	70	+2	+5	41	182	180	173
East North Central.....	+9	+2	+12	78	+39	+4	61	190	137	197
West North Central.....	-15	-6	-10	26	+14	+3	23	189	141	168
South Atlantic.....	+5	-4	+10	56	+22	+1	32	193	166	185
East South Central.....	-9	+16	-1	12	+23	+8	8	176	133	180
West South Central.....	-1	-7	-3	24	+22	+7	19	220	179	192
Pacific.....	+6	+1	+8	46	+42	-9	37	150	118	167

See page 6 for footnotes.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS--Continued

FEBRUARY 1956											
Kind of business and geographic division (See map, page 4)	Sales				Number of establish- ments reporting Feb. 1956	Inventory, end-of-month (at cost)			Stock-sales ratios ¹ (percent)		
	Percent change			Percent change Feb. 1956 from--		Number of establish- ments reporting, Feb. 1956	Feb. 1956	Feb. 1955	Jan. 1956		
	Feb. 1956 from--		2 mo. 1956 from 2 mo. 1955								
	Feb. 1955	Jan. 1956									
	Feb. 1955	Jan. 1956									
Hardware wholesalers.....	+13	+4	+14	232	+10	+4	191	308	299	310	
Middle Atlantic.....	+18	-1	+18	36	+9	+4	27	295	325	295	
East North Central.....	+18	+13	+16	43	+13	+9	36	278	298	288	
West North Central.....	-2	+5	+12	17	+3	+6	17	323	306	320	
South Atlantic.....	+11	0	+12	28	+6	+5	21	372	389	353	
East South Central.....	+15	-3	+13	24	+7	+4	22	250	263	236	
West South Central.....	+10	+1	+10	27	+14	+4	24	298	298	301	
Mountain.....	+18	+11	+6	22	+18	+5	18	357	363	373	
Pacific.....	+2	+1	+8	27	+14	-5	19	367	237	383	
Plumbing, heating goods wholesalers.....	+4	-5	+8	380	+7	+4	234	210	209	195	
New England.....	+6	-1	+4	16	-5	+1	8	213	290	221	
Middle Atlantic.....	+16	-6	+11	111	+12	0	48	239	266	228	
East North Central.....	+16	-4	+23	57	+9	+3	37	206	223	195	
West North Central.....	+4	-9	+4	32	-2	+8	29	216	244	192	
South Atlantic.....	+3	+1	+7	59	+14	+14	45	265	252	243	
South Central.....	-16	-12	-12	60	+1	+4	51	264	238	220	
Pacific.....	-2	+1	+2	34	+17	-4	8	102	82	107	
Lumber, construction materials dealers.....	+12	+6	+10	570	+9	+2	388	151	152	155	
New England.....	+5	-2	+1	17	+4	+9	17	193	204	175	
Middle Atlantic.....	+20	+4	+11	116	0	-2	82	155	171	157	
East North Central.....	+13	-2	+12	118	+13	+3	56	137	135	125	
West North Central.....	+2	+5	+4	59	+10	+1	38	138	124	145	
South Atlantic.....	+16	+8	+18	54	+23	-1	38	118	117	128	
South Central.....	-5	+2	-4	77	-1	+7	55	190	199	186	
Pacific.....	+15	+23	+12	109	+19	+1	83	144	137	186	
Industrial machinery, equipment, supplies distributors..	+27	+4	+27	933	+9	0	721	157	195	168	
Middle Atlantic.....	+27	+5	+23	55	+7	+2	34	98	142	111	
East North Central.....	+26	+6	+30	101	+14	-1	77	166	184	177	
West North Central.....	+32	+14	+19	62	+4	+5	50	191	240	211	
South Atlantic.....	+37	+11	+25	43	+12	+3	38	137	190	154	
South Central.....	+33	+3	+37	504	+5	+2	430	167	220	172	
Mountain.....	+12	+16	+12	75	+10	+2	54	253	265	237	
Pacific.....	+10	+3	+16	82	+19	-10	35	119	133	139	

x Insufficient data to show separately.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.

² Not affiliated with voluntary groups or cooperative groups.

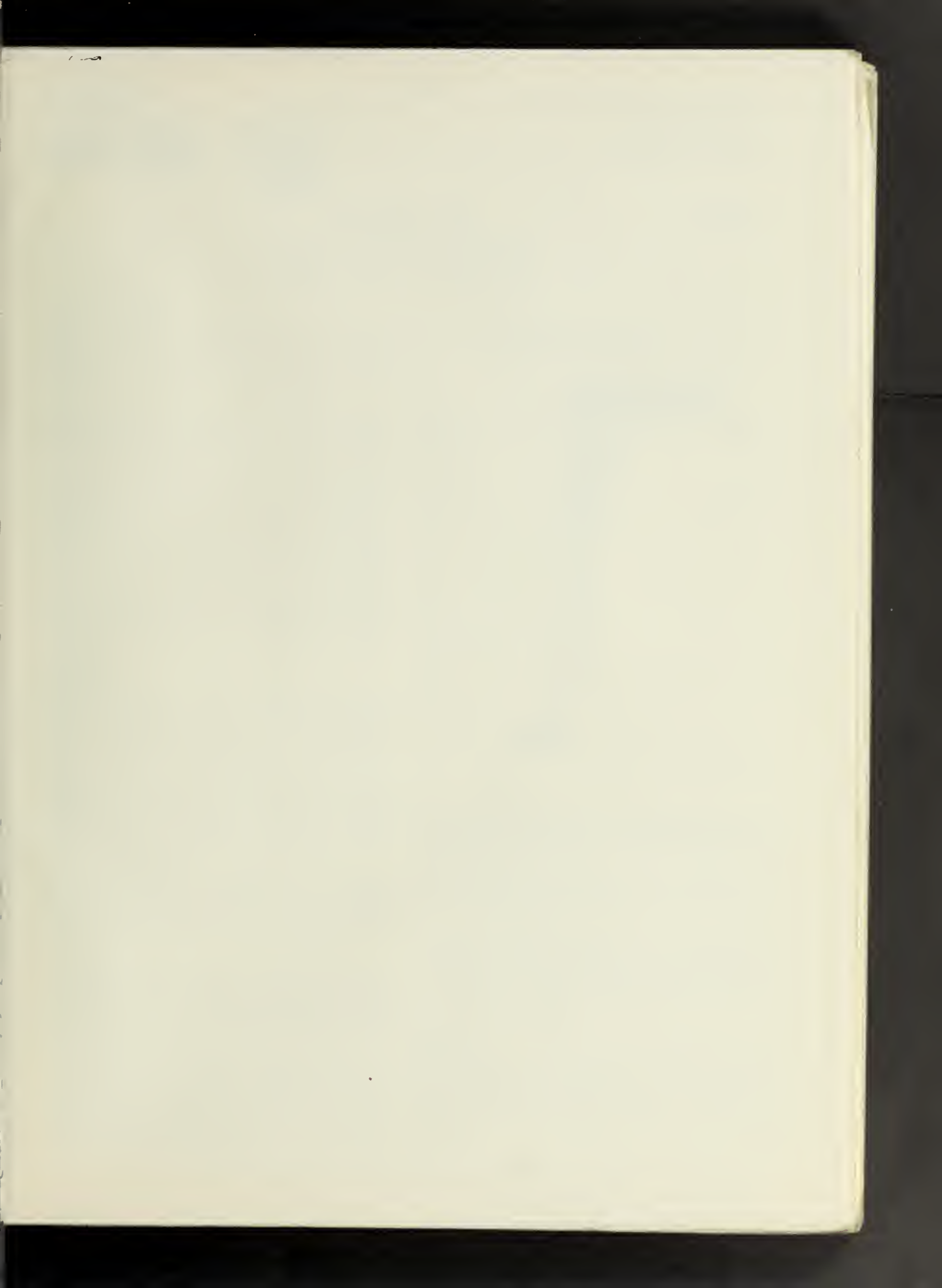
³ Includes general-line electrical goods, wiring supplies, construction materials and apparatus wholesalers.

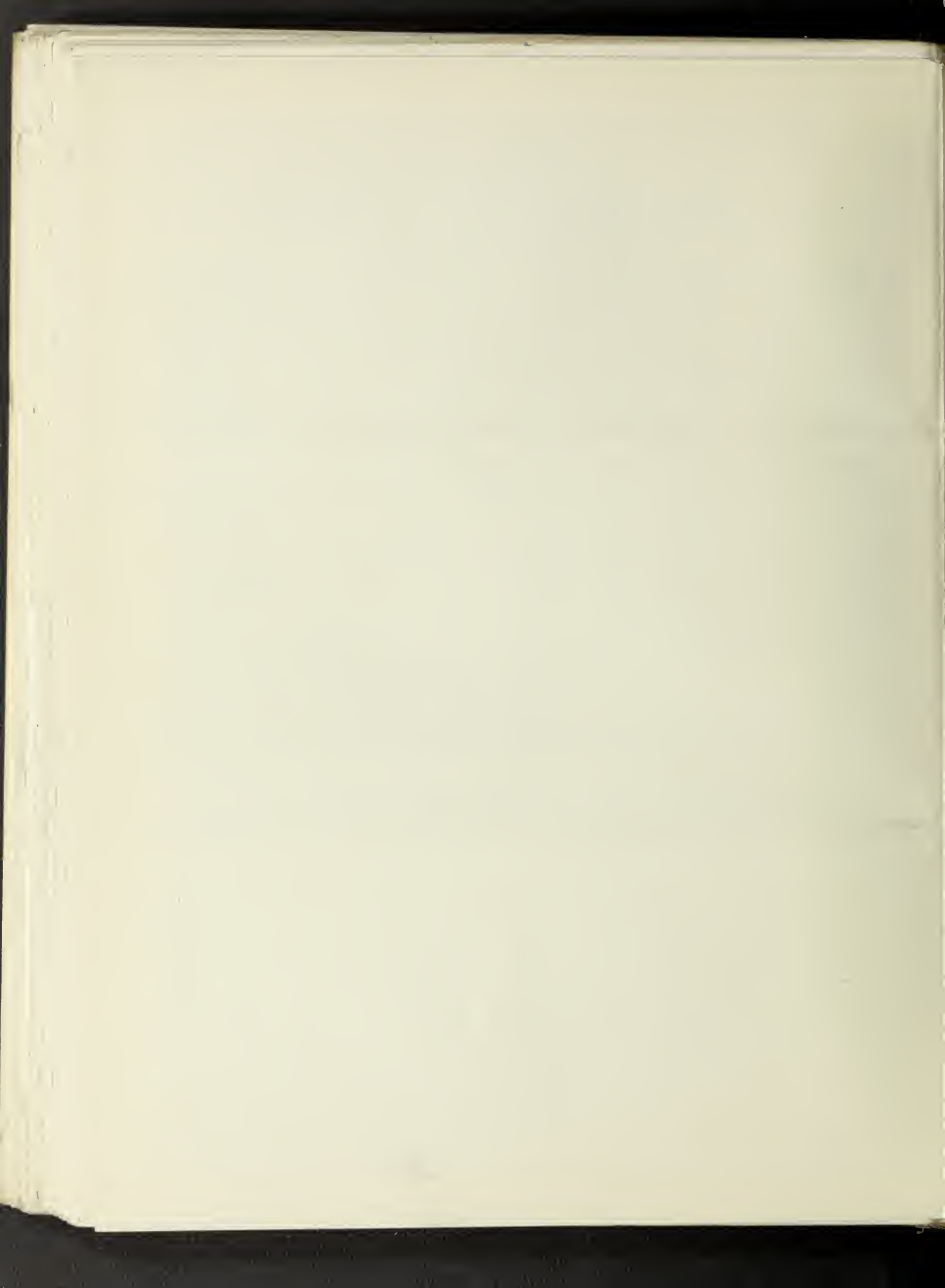
⁴ Totals include data for some kinds of business not shown separately.

Note: Firms reporting in this survey are part of a probability sample representing merchant wholesalers in all kinds of business. Each firm selected in the sample has an assigned weight which reflects its probability of selection (or, in other terms, the number of firms in the trade which it represents in the sample). Large firms are selected with certainty, thus having a weight of one (1). Other firms are sampled at varying rates, depending upon sizes, with smaller firms having a lower probability of selection and thus a larger weight.

Sales and inventory figures reported for any firm are multiplied by this weight and the results summarized to obtain percentage changes and stock-sales ratios.

Data on reported dollar values, previously shown as a measure of coverage, are now omitted since the trend data are based on weighted values. The number of establishments in the sample, from which reports were received in time for tabulation, are shown as an indication of coverage.





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MONTHLY

WHOLESALE TRADE

REPORT

MARCH 1956

U. S. DEPARTMENT OF COMMERCE
Sinclair Weeks, Secretary

BUREAU OF THE CENSUS
Robert W. Burgess, Director

FOR RELEASE
MAY 9, 1956

SALES AND INVENTORIES

First Quarter Sales

Sales of merchant wholesalers during the first quarter 1956 were 10 percent ahead of the first quarter 1955. Durable goods trades, in total, were up 17 percent over first quarter 1955 sales, as compared with an increase of only 6 percent by non-durable goods trades during the same period.

All durable goods trades were ahead of first quarter 1955 sales but five nondurable goods trades--fresh fruit, vegetables (-1%), meats (-2%), piece goods converters (-1%), inedible farm products (-7%) and farm supplies (-8%)--noted declines. Iron and steel scrap, up 69 percent, registered the principal gain. Other substantial increases were in waste materials (36%), iron and steel products (33%), non-ferrous metals (31%), and industrial machinery, equipment (23%). Among the nondurable goods trades, the larger gains were reported by coal (34%), paper (14%), drugs (12%), and grocery specialty-lines (12%).

All geographic divisions shared in the increased sales during the first quarter of 1956. The East North Central Division, up 14 percent, recorded the principal gain over first quarter 1955 while the East South Central Division showed the smallest increase, 3 percent.

March Sales

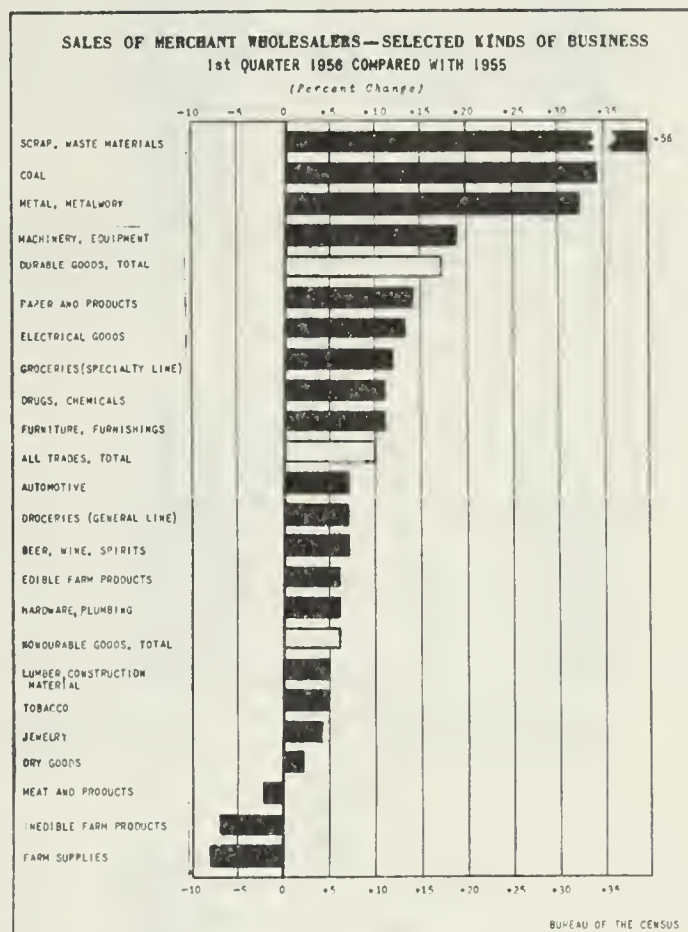
March 1956 sales of merchant wholesalers were up 7 percent over February and 6 percent higher than sales in March 1955. Five trades indicated lower sales than a month earlier, the sharpest decline (9%) being noted in coal. All other trades reported higher sales, the principal increase (20%) being shared by farm supplies and wine, distilled spirits. Most trades were also up compared with a year ago, substantial increases being registered by iron and steel scrap (42%), coal (30%), and iron and steel products (27%). However, nine trades experienced declines from sales a year ago, the largest decrease (8%), being in farm supplies.

March 1956 sales in all geographic divisions were from 4 to 11 percent above February sales. Compared with March a year ago, sales gains were experienced in all but one geographic division--the West North Central which was at about the same level as last March.

Inventories

Inventories of wholesalers at the end of March rose 2 percent over the February 29 level, but were 11 percent above stocks on hand a year ago. The March stock-sales ratio of 121 percent was 8 points below the ratio of the previous month, but 6 points above the March 1955 ratio.

Most trades showed small inventory changes from the previous month. However, compared with a year ago, inventory changes were more substantial, and generally upward. Among those showing large inventory gains since last March were motor-vehicles (21%), electrical appliances (21%), retailer-cooper-



ative grocers (19%), electrical equipment (18%), home furnishings (17%), dry goods (17%), waste materials (16%), and iron, steel products (15%). Jewelry and inedible farm products, each down 6 percent, shared the principal decline from year-ago stocks. Coal, up 14 percent over last March, reported the principal decline from February 29 stocks with a seasonal decrease of 18 percent.

While the South Atlantic Division showed no change from previous month inventories, all other divisions indicated small increases between 1 and 3 percent. All divisions indicated increases over year-ago inventories, the smallest increase (3%) being reported for New England and the largest (15%) for the East South Central Division.

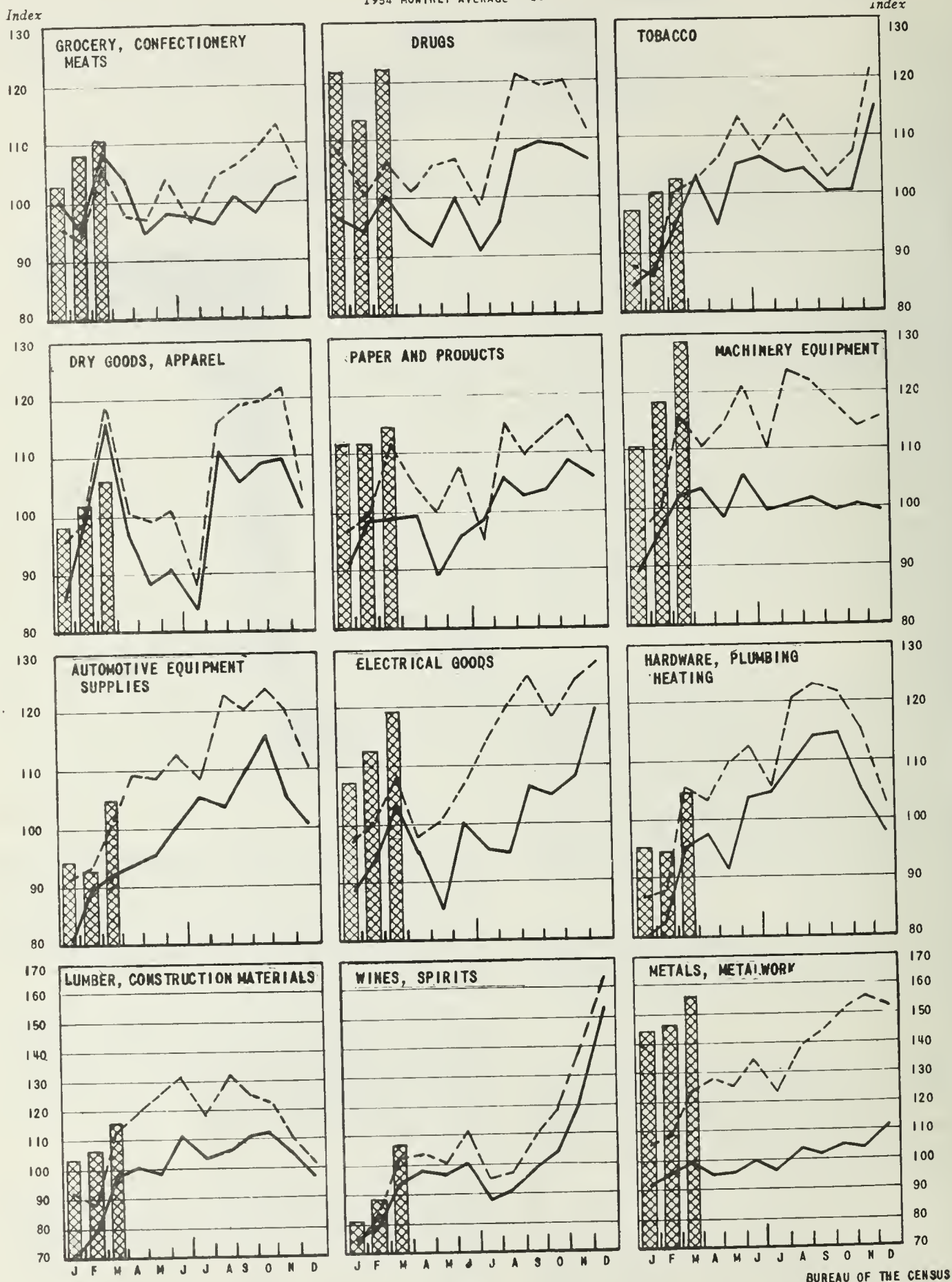
General

Data shown in this report are based on reports submitted by a reporting panel of over 11,000 establishments which are representative of all merchant wholesaler firms in the country (see note on page 6). Data in this report are not adjusted for number of days in the month, nor for seasonal or price fluctuations.

SALES OF MERCHANT WHOLESALERS—SELECTED KINDS OF BUSINESS 1954, 1955 AND 1956

1954 = —
1955 = - - -
1956 = [cross-hatched box]

1954 MONTHLY AVERAGE = 100



BUREAU OF THE CENSUS

DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS

Table 1.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KINDS OF BUSINESS

MARCH 1956

Kind of business	Sales				Inventory, end-of-month (at cost)			Stock-sales ratios ¹ (percent)		
	Percent change			Number of establish- ments reporting Mar. 1956	Percent change, Mar. 1956 from--		Number of establish- ments reporting Mar. 1956	Mar. 1956	Mar. 1955	Feb. 1956
	Mar. 1956 from--		Mar. 1955		Feb. 1956					
	Mar. 1955	Feb. 1956								
Merchant wholesalers.....	+6	+7	+10	11,895	+11	+2	8,456	121	115	129
Grocery, confectionery, meat wholesalers.....	+2	+2	+7	1,365	+10	+3	1,072	89	83	89
General-line grocery wholesalers.....	+3	+3	+7	823	+8	+3	714	109	103	109
Nonaffiliated ²	+2	+5	+6	624	+6	+1	563	119	116	125
Voluntary groups.....	+5	+2	+10	174	+6	+3	132	100	99	100
Retailer-cooperative.....	+2	-2	+8	25	+19	+9	19	94	76	82
Specialty-line grocery wholesalers.....	+6	-1	+12	297	+12	0	202	90	84	92
Confectionery wholesalers.....	+3	+14	+5	90	+8	-4	42	75	77	91
Meat, meat products wholesalers.....	-5	-1	-2	155	+7	+1	114	26	23	25
Edible farm products distributors.....	+3	+11	+6	858	+8	0	646	28	28	33
Dairy, poultry products distributors.....	+7	+7	+10	553	+11	0	433	28	28	31
Fresh fruit, vegetable wholesalers.....	-4	+17	-1	305	+4	0	213	30	29	37
Beer, wine, distilled spirits wholesalers.....	+4	+17	+7	497	+1	+5	314	100	107	110
Beer distributors.....	+1	+12	+5	112	+2	+9	102	61	62	64
Wine, distilled spirits wholesalers.....	+5	+20	+8	385	0	+3	212	129	139	144
Drugs, chemicals, allied products wholesalers.....	+6	+8	+11	949	+7	+1	659	134	127	143
Drug wholesalers (general and specialty lines)....	+11	+6	+12	331	(³)	(³)	(³)	(³)	(³)	(³)
Industrial chemicals, explosives wholesalers.....	-2	+9	+9	455	-4	+1	396	98	84	107
Paint, varnish wholesalers.....	+4	+14	+8	163	+9	+3	103	177	160	189
Tobacco distributors.....	-1	+3	+5	286	+4	-2	169	54	52	56
Dry goods, apparel wholesalers.....	-3	+1	+2	390	+11	0	186	174	151	176
Clothing, furnishings, footwear wholesalers.....	-3	+4	+2	97	-1	-1	51	166	157	168
Dry goods wholesalers (general and specialty line)...	-1	+1	+5	169	+17	+1	78	169	138	169
Piece goods converters.....	-6	-1	-1	124	+15	0	57	199	163	203
Furniture, home furnishings wholesalers.....	+4	+7	+11	311	+17	+1	184	189	169	202
Furniture wholesalers.....	-2	+10	+12	108	+16	+1	64	180	155	187
Home furnishings, floor coverings wholesalers.....	+5	+6	+10	203	+17	0	120	193	175	209
Paper, allied products wholesalers.....	+3	+4	+14	483	+11	+1	317	123	109	127
Paper wholesalers.....	+1	+4	+14	313	+12	+1	246	121	104	123
Stationery, wallpaper wholesalers.....	+13	+7	+11	170	-1	-2	71	153	174	172
Inedible farm products merchants.....	-5	+1	-7	264	-6	-8	186	115	127	138
Automotive wholesalers.....	+9	+9	+7	651	+12	0	469	172	166	184
Motor-vehicle distributors.....	+10	+3	+8	71	+21	+2	49	95	90	94
Automotive equipment, tire-tube wholesalers.....	+8	+12	+7	580	+9	0	420	224	222	252
Electrical, electronic, appliance goods distributors	+11	+7	+13	903	+19	+7	806	158	145	158
Electric equipment, supplies wholesalers ⁴	+20	+8	+19	579	+18	+8	552	154	153	153
Electrical appliances, TV and radio sets and parts, and electronic parts, equipment distributors.....	+1	+6	+6	324	+21	+7	254	163	136	166
Hardware, plumbing, heating goods wholesalers.....	0	+9	+6	604	+10	+3	445	234	214	252
Hardware wholesalers.....	+1	+11	+9	216	+9	+3	181	256	237	281
Plumbing, heating goods distributors.....	-1	+6	+4	388	+10	+4	264	205	185	215
Lumber, construction materials distributors.....	-2	+11	+5	582	+12	+1	406	122	107	133
Lumber, millwork wholesalers.....	-2	+10	+3	351	+11	+1	267	124	110	137
Construction materials distributors.....	-1	+12	+11	231	+14	+1	139	117	100	125
Machinery, equipment, supplies distributors ⁵	+15	+8	+19	2,117	+15	+1	1,591	163	154	176
Air conditioning, commercial refrigeration equip- ment distributors.....	+1	+16	+7	130	+5	+8	104	120	112	146
Commercial machines, equipment distributors.....	+8	+10	+12	152	+13	-4	100	156	142	174
Industrial machinery, equipment, supplies houses..	+17	+1	+23	946	+12	0	743	142	144	146
Professional equipment, supplies houses ⁶	+16	+8	+13	421	+5	+2	330	184	206	195
Surgical, medical, hospital supply houses.....	+11	+1	+11	67	+8	+2	37	161	168	161
Service establishment equipment, supplies houses..	+16	+12	+13	175	+5	+1	99	149	172	165
Metals, metalwork (except scrap) distributors.....	+25	+5	+32	320	+15	+3	221	137	150	139
Iron, steel and products distributors.....	+27	+6	+33	222	+15	+3	164	154	173	155
Nonferrous metals distributors.....	+21	+1	+31	98	+12	+3	57	74	74	77
Iron-steel scrap, waste materials dealers.....	+34	+4	+56	302	+16	+3	197	45	46	44
Iron-steel scrap dealers.....	+42	+2	+69	163	+14	+6	108	33	40	33
Waste materials dealers.....	+23	+7	+36	139	+16	+1	89	64	55	61
Other merchant wholesalers ⁷	+3	+3	+10	1,013	+8	-1	588	102	94	114
Amusement, sporting goods wholesalers.....	-2	+3	+9	145	+11	+5	104	202	167	197
Book, periodical, newspaper wholesalers.....	+8	+1	+9	121	+3	-3	38	129	103	121
Coal wholesalers.....	+30	-9	+34	191	+14	-18	103	32	35	34
Farm supplies wholesalers.....	-8	+20	-8	226	-2	-8	149	77	71	103
Jewelry wholesalers.....	+4	+4	+4	141	-6	+2	62	273	320	315

See page 6 for footnotes.



Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS
MARCH 1956

MARCH 1956

Kind of business and geographic division (See map above)	Sales				Inventory, end-of-month (at cost)			Stock-sales ratios ¹ (percent)		
	Percent change			Number of establish- ments reporting, Mar. 1956	Percent change, Mar. 1956 from--		Number of establish- ments reporting, Mar. 1956	Mar. 1956	Mar. 1955	Feb. 1956
	Mar. 1956 from--		3 mo. 1956 from 3 mo. 1955		Mar. 1955	Feb. 1956				
	Mar. 1955	Feb. 1956								
Merchant wholesalers, total ⁴	+6	+7	+10	11,895	+11	+2	8,456	121	115	129
New England.....	+3	+4	+9	564	+3	+2	342	129	128	135
Middle Atlantic.....	+6	+5	+11	2,614	+10	+2	1,481	104	96	109
East North Central.....	+9	+7	+14	2,272	+12	+1	1,625	103	102	109
West North Central.....	0	+8	+4	1,138	+11	+2	891	145	131	158
South Atlantic.....	+5	+6	+11	1,172	+9	0	877	136	130	146
East South Central.....	+4	+7	+3	751	+15	+1	621	154	141	165
West South Central.....	+9	+10	+12	1,466	+12	+1	1,188	146	142	159
Mountain.....	+9	+11	+11	455	+12	+3	375	155	150	167
Pacific.....	+4	+9	+9	1,463	+11	+3	1,056	121	111	128
General-line grocery wholesalers.....	+3	+3	+7	823	+8	+3	714	109	103	109
Middle Atlantic.....	0	0	+6	85	+4	+2	76	114	102	108
East North Central.....	0	-1	+7	101	+12	+3	79	121	107	116
West North Central.....	+3	+3	+7	137	+9	-1	133	109	102	115
South Atlantic.....	-2	+4	+3	62	+8	+1	45	110	100	116
East South Central.....	-6	+10	-4	57	+3	0	45	130	119	145
West South Central.....	+5	+3	+7	158	+17	+5	142	112	103	107
Mountain.....	+18	+3	+18	40	+9	+1	40	93	101	95
Pacific.....	+17	+5	+17	173	+6	+9	151	74	82	72
Specialty-line grocery wholesalers.....	+6	-1	+12	297	+12	0	202	90	84	92
New England.....	+14	+7	+18	19	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+3	-1	+16	116	+7	0	78	59	62	66
East North Central.....	+6	+5	+11	48	+9	+1	28	83	87	86
West North Central.....	+16	-2	+7	11	(x)	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	+6	+5	+10	29	+10	-4	21	137	131	142
South Central.....	+16	+8	+10	33	+6	+3	29	110	123	113
Pacific.....	+6	-9	+6	39	+22	-3	29	102	81	98
Dairy, poultry products distributors.....	+7	+7	+10	553	+11	0	433	28	28	31
New England.....	+22	+12	+8	15	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+8	+9	+7	98	+16	+7	53	19	18	20
East North Central.....	+4	+3	+11	117	+9	+2	93	26	26	27
West North Central.....	+20	+17	+18	37	-1	-17	33	45	63	73
South Atlantic.....	+3	+17	+10	99	+17	+12	92	33	27	35
South Central.....	+1	+2	+10	56	+8	-2	45	36	32	36
Pacific.....	+9	+7	+10	115	+12	+1	92	37	35	41

See page 6 for footnotes.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS--Continued

MARCH 1956

Kind of business and geographic division (see map, page 4)	Sales				Inventory, end-of-month (at cost)			Stock-sales ratios ¹ (percent)		
	Percent change		Number of establish- ments reporting Mar. 1956	Percent change, Mar. 1956 from--		Number of establish- ments reporting Mar. 1956	Mar. 1956	Mar. 1955	Feb. 1956	
	Mar. 1956 from--	3 mo. 1956 from 3 mo. 1955		Mar. 1956 from--						
	Mar. 1955	Feb. 1956		Mar. 1955	Feb. 1956					
Fresh fruit, vegetable wholesalers.....	-4	+17	-1	305	+4	0	213	30	29	37
Middle Atlantic.....	-9	+16	-2	35	0	-5	21	22	22	26
East North Central.....	-2	+20	-5	40	-2	+2	26	25	23	32
West North Central.....	-7	+4	-4	47	+15	+3	40	26	23	33
South Atlantic.....	-13	+6	-2	31	+6	+8	12	24	28	32
South Central.....	+2	+24	+7	42	+21	-2	24	40	33	51
Pacific.....	-3	+24	0	64	+2	+2	53	35	35	42
Drug wholesalers (general and specialty lines).....	+11	+6	+12	331	(3)	(3)	(3)	(3)	(3)	(3)
New England.....	+7	+4	+13	17						
Middle Atlantic.....	+7	+8	+6	67						
East North Central.....	+10	+4	+14	62						
West North Central.....	+8	+4	+8	22						
South Atlantic.....	+16	+4	+17	42						
East South Central.....	+12	+12	+11	19						
West South Central.....	+13	+6	+16	51						
Mountain.....	+9	+4	+14	18						
Pacific.....	+15	+11	+17	33	(3)	(3)	(3)	(3)	(3)	(3)
Tobacco distributors.....	-1	+3	+5	286	+4	-2	169	54	52	56
New England.....	-7	+7	+4	34	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	0	+7	+6	50	+15	-1	27	54	53	57
East North Central.....	0	+6	+3	45	-4	-7	32	42	42	46
West North Central.....	-3	0	-1	29	+1	+1	24	67	63	66
South Atlantic.....	-2	-2	+12	31	+2	+1	26	58	57	55
South Central.....	-7	-7	+3	45	+7	+3	22	71	61	64
Dry goods, apparel wholesalers.....	-3	+1	+2	390	+11	0	186	174	151	176
New England.....	+9	+3	+11	13	+5	+4	9	137	149	137
Middle Atlantic.....	-4	0	0	265	+12	0	109	176	151	172
East North Central.....	-5	+9	+6	26	+14	+1	14	143	131	157
West North Central.....	-1	+2	+6	23	+13	+4	14	232	198	221
South Atlantic.....	-1	+3	+6	26	-4	-4	16	146	129	158
South Central.....	-1	+12	+1	21	+16	-2	15	184	133	209
Pacific.....	-12	+3	-2	13	+11	+2	7	266	179	271
Furniture, home furnishings wholesalers.....	+4	+7	+11	311	+17	+1	184	189	169	202
Middle Atlantic.....	+7	+7	+12	90	+26	-1	36	147	141	155
East North Central.....	+8	+10	+11	67	+18	-2	45	204	184	241
West North Central.....	-9	+19	+7	19	+7	+5	15	248	227	283
South Atlantic.....	+4	+1	+9	28	+5	+7	14	226	224	205
South Central.....	+5	+7	+6	44	+21	+4	40	204	169	205
Pacific.....	-5	+5	+8	40	+12	+1	15	159	113	150
Automotive equipment, tire-tube wholesalers.....	+8	+12	+7	580	+9	0	420	224	222	252
Middle Atlantic.....	+11	+10	+14	87	-1	-3	58	161	201	194
East North Central.....	-2	+15	+2	107	+11	-2	74	218	192	246
West North Central.....	0	+6	+3	55	+1	+3	20	289	260	301
South Atlantic.....	+8	+16	+4	53	+19	+1	39	217	194	254
East South Central.....	+18	+13	+15	81	+11	-1	81	219	233	249
West South Central.....	+23	+15	+16	44	+14	-2	36	280	292	338
Mountain.....	+14	+6	+6	47	+13	+1	42	222	221	219
Pacific.....	+3	+8	0	92	+10	+3	58	217	205	225
Electrical equipment, supplies wholesalers ⁴	+20	+8	+19	579	+18	+8	552	154	153	153
New England.....	+6	-5	+23	33	+3	+4	33	135	148	123
Middle Atlantic.....	+28	+11	+26	68	+25	+16	62	163	141	159
East North Central.....	+24	+10	+17	161	+13	+7	151	125	138	129
West North Central.....	+23	+12	+14	64	+12	+6	61	165	184	175
South Atlantic.....	+16	+5	+17	84	+23	+6	81	177	163	162
East South Central.....	+19	+2	+14	38	+21	+6	36	164	165	153
West South Central.....	+10	+12	+17	60	+23	+4	57	184	172	199
Mountain.....	+2	+4	+10	21	+25	+14	21	174	142	158
Pacific.....	+13	+13	+15	50	+19	+9	50	147	147	152
Electrical appliances, electronic parts distributors..	+1	+6	+6	324	+21	+7	254	163	136	166
New England.....	-10	+8	+8	16	+32	-7	14	135	79	142
Middle Atlantic.....	+14	+10	+12	81	+16	+9	49	138	138	145
East North Central.....	-6	+3	+6	69	+41	+4	60	168	114	171
West North Central.....	-4	-2	-8	36	+12	+6	29	190	162	179
South Atlantic.....	+1	+7	+7	43	+14	+7	39	193	173	196
East South Central.....	-4	-6	-2	11	+13	+7	8	203	171	185
West South Central.....	-1	+7	-2	20	+8	+5	15	186	173	197
Pacific.....	-2	+10	+5	43	+24	+14	35	143	107	136

See page 6 for footnotes.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS--Continued

Kind of business and geographic division (See map, page 4)	MARCH 1956									
	Sales				Inventory, end-of-month (at cost)			Stock-sales ratios ¹ (percent)		
	Percent change			Number of establish- ments reporting Mar. 1956	Percent change Mar. 1956 from--		Number of establish- ments reporting Mar. 1956	Mar. 1956	Mar. 1955	Feb. 1956
	Mar. 1955	Feb. 1956	3 mo. 1956 from 3 mo. 1955		Mar. 1955	Feb. 1956				
Hardware wholesalers.....	+1	+11	+9	216	+9	+3	181	256	237	281
Middle Atlantic.....	+11	+11	+15	37	+15	+2	21	215	208	236
East North Central.....	+5	+7	+12	34	+15	+3	31	263	240	284
West North Central.....	-6	+13	+5	22	+5	+4	21	314	280	343
South Atlantic.....	-6	+16	+6	25	+12	-1	19	221	162	272
East South Central.....	-2	+11	+7	27	+7	+4	26	271	249	285
West South Central.....	+8	+9	+9	20	+11	+2	16	188	195	199
Mountain.....	-6	+10	+3	10	+11	+3	10	364	309	388
Pacific.....	-1	+13	+4	34	+3	+1	31	267	261	301
Plumbing, heating goods wholesalers.....	-1	+6	+4	388	+10	+4	264	205	185	215
New England.....	+4	+3	+4	24	+4	+1	17	240	238	250
Middle Atlantic.....	+3	+1	+8	111	+12	+8	54	201	201	205
East North Central.....	-1	+1	+15	49	+9	+11	42	166	152	150
West North Central.....	+1	+22	+2	35	-1	+7	34	252	228	286
South Atlantic.....	-1	+2	+4	60	+10	-1	50	177	166	194
South Central.....	-1	+10	-7	56	+20	0	45	240	188	257
Pacific.....	-1	+18	+1	41	+16	+3	14	201	167	253
Lumber, construction materials dealers.....	-2	+11	+5	582	+12	+1	406	122	107	133
New England.....	-10	-8	-4	26	+7	+4	21	152	93	134
Middle Atlantic.....	-4	-1	+5	112	+5	-1	73	118	107	109
East North Central.....	+14	+15	+13	138	+12	0	78	92	95	105
West North Central.....	-8	+8	0	35	+1	-1	21	169	171	197
South Atlantic.....	0	+11	+11	48	+34	+5	36	147	95	156
South Central.....	-19	+21	-11	78	+10	-3	60	153	111	190
Pacific.....	-5	+17	+5	102	+11	+3	76	101	95	117
Industrial machinery, equipment, supplies distributors..	+17	+1	+23	946	+12	0	743	142	144	146
Middle Atlantic.....	+13	+2	+18	86	+8	0	56	112	109	119
East North Central.....	+21	+2	+26	108	+12	-1	94	128	142	131
West North Central.....	+7	+8	+16	59	+8	+2	49	172	155	183
South Atlantic.....	0	-17	+18	42	+21	-4	37	201	133	178
South Central.....	+30	-2	+34	485	+14	+1	410	136	153	131
Mountain.....	+23	+20	+16	74	+12	-5	57	189	209	230
Pacific.....	+9	+5	+13	80	+10	+1	35	218	171	224

x Insufficient data to show separately.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.² Not affiliated with voluntary groups or cooperative groups.³ Data withheld because of incomplete reporting of inventories at time of publication. These data will be included April 1956 bulletin.⁴ Includes general-line electrical goods, wiring supplies, construction materials and apparatus wholesalers.⁵ Totals include data for some kinds of business not shown separately.

Note: Firms reporting in this survey are part of a probability sample representing merchant wholesalers in all kinds of business. Each firm selected in the sample has an assigned weight which reflects its probability of selection (or, in other terms, the number of firms in the trade which it represents in the sample). Large firms are selected with certainty, thus having a weight of one (1). Other firms are sampled at varying rates, depending upon sizes, with smaller firms having a lower probability of selection and thus a larger weight.

Sales and inventory figures reported for any firm are multiplied by this weight and the results summarized to obtain percentage changes and stock-sales ratios.

Data on reported dollar values, previously shown as a measure of coverage, are now omitted since the trend data are based on weighted values. The number of establishments in the sample, from which reports were received in time for tabulation, are shown as an indication of coverage.

MONTHLY

WHOLESALE TRADE
REPORT

U. S. DEPARTMENT OF COMMERCE

Sinclair Weeks, Secretary

BUREAU OF THE CENSUS

Robert W. Burgess, Director

APRIL 1956

FOR RELEASE

June 8, 1956

SALES AND INVENTORIES

Data shown in this report are based on reports submitted by a reporting panel of over 11,000 establishments which are representative of all merchant wholesaler firms in the country (see note on page 6). The reporting panel is part of a probability sample recently developed by the Bureau of the Census to provide national dollar volume estimates of sales and inventories of merchant wholesalers by kind of business.

Sales

Sales of merchant wholesalers in April 1956 fell 3 percent below March but were 8 percent above April 1955. Durable goods trades in total, declined slightly (1%) from March but were up 13 percent over April a year ago. Nondurable goods trades reported a larger decline (5%) from March sales and a smaller gain (4%) over last April.

Most trades indicated small declines from March sales, but 10 trades showed increases. The more significant gains were reported for automotive equipment (3%), lumber, millwork (3%), plumbing, heating (6%), commercial equipment (6%), air conditioning, commercial refrigeration (9%) and construction materials (12%). Compared with a year ago, substantial increases were noted for most trades, led by electrical equipment (22%), iron and steel products (22%), coal (40%) and iron and steel scrap (45%). Among the few trades whose April sales were lower than a

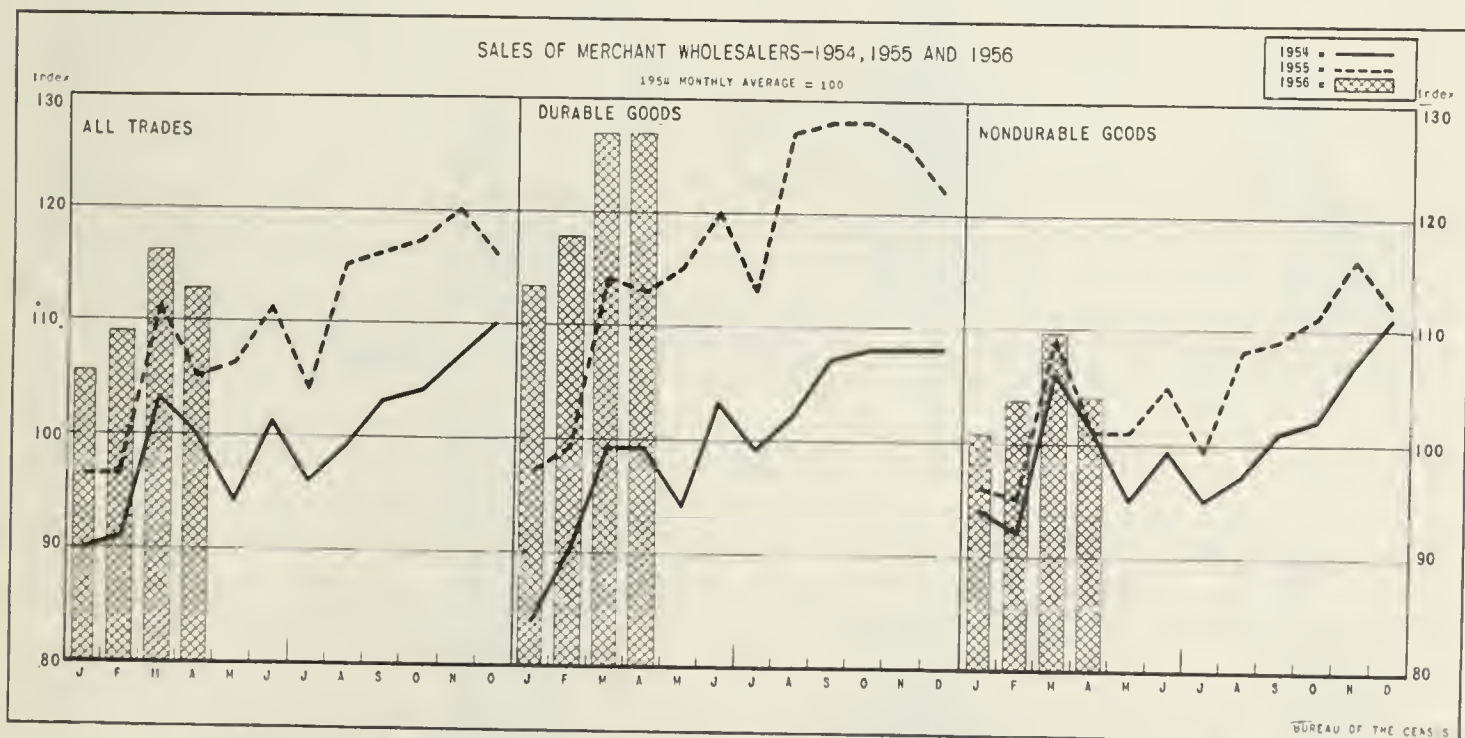
year ago, were meat (6%), fresh fruit and vegetables (7%), motor-vehicles (7%), piece goods converters (9%) and farm supplies (10%).

By geographic division, changes from previous month sales were slight, and mostly downward, the largest being a drop of 7 percent in the South Atlantic Division. All geographic divisions showed increases over year ago sales, the East North Central Division leading (12%).

Inventories

Inventories of wholesalers at the end of April showed a slight increase (1%) over March 30 stocks, and were 13 percent above stocks on hand a year ago. Nondurable goods noted a slight (1%) decline from previous months stocks, while durable goods showed a small (2%) increase. Both groups indicated heavier inventories than a year ago, however, nondurable goods showed a smaller increase (8%) than durable goods (15%). The April stock-sales ratio of 127 percent was 5 points above the March ratio and 5 points above the ratio for April 1955.

Most trades indicated slight changes from previous month inventories, inedible farm products (-10%) indicating the most significant decline, and beer (+9%) the largest increase. Compared with year-ago inventories, substantial increases were registered in many trades with only four showing small declines. The principal increases were in durable goods trades, plumbing and heating goods (21%), motor-vehicles (22%) and electrical equipment and supplies (26%).

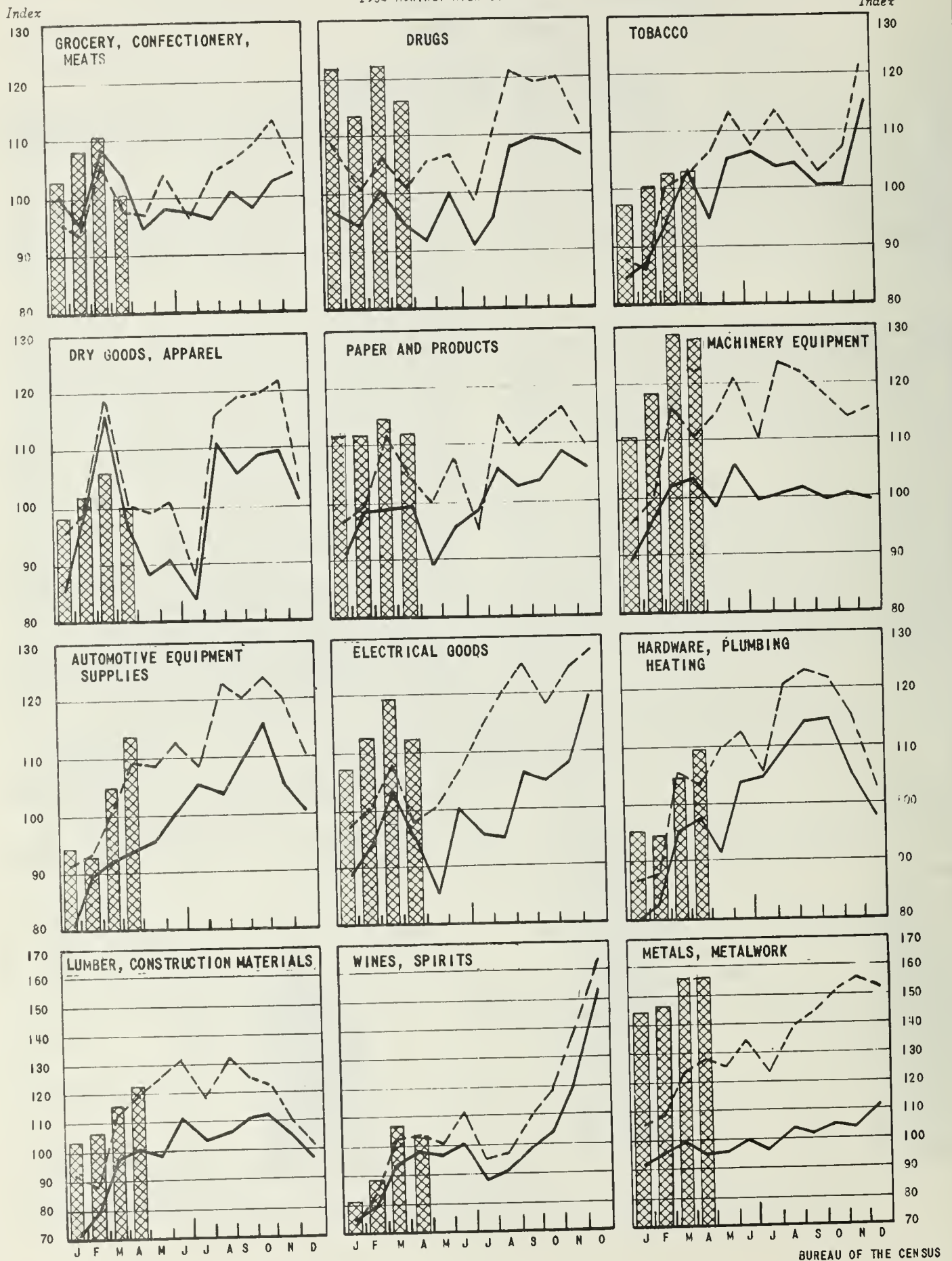


DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.
For sale by the Bureau of the Census: single copy--10¢, annual subscription--\$1.00

SALES OF MERCHANT WHOLESALERS—SELECTED KINDS OF BUSINESS 1954, 1955 AND 1956

1954 MONTHLY AVERAGE = 100

1954 = —
1955 = - - -
1956 = ▨



BUREAU OF THE CENSUS

DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS

Table 1.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KINDS OF BUSINESS

Page 3

APRIL 1956

APRIL 1956

Kind of business	Sales				Inventory, end-of-month (at cost)			Stock-sales ratios ¹ (percent)		
	Percent change		4 mo. 1956 from 4 mo. 1955	Number of establish- ments reporting Apr. 1956	Percent change, Apr. 1956 from--		Number of establish- ments reporting Apr. 1956	Apr. 1956	Apr. 1955	Mar. 1956
	Apr. 1956 from--				Apr. 1956 from--					
	Apr. 1955	Mar. 1956			Apr. 1955	Mar. 1956				
Merchant wholesalers.....	+8	-3	+10	11,549	+13	+1	8,322	127	122	122
Grocery, confectionery, meat wholesalers.....	0	-7	+6	1,318	+9	-1	1,032	91	83	85
General-line grocery wholesalers.....	+3	-6	+6	790	+6	-2	664	110	107	106
Noneffiliated ²	-2	-5	+4	611	+5	-1	520	130	123	125
Voluntary groups.....	+9	-2	+10	158	+7	-1	128	93	94	92
Retailer-cooperative.....	+8	-14	+8	21	+8	-8	16	92	93	89
Specialty-line grocery wholesalers.....	-2	-12	+8	291	+15	+1	202	97	80	84
Confectionery wholesalers.....	-1	-6	+3	87	-1	+2	49	74	75	68
Meat, meat products wholesalers.....	-6	-1	-3	150	+12	+5	117	33	27	32
Edible farm products distributors.....	-2	0	+4	869	+6	+3	665	26	27	26
Dairy, poultry products distributors.....	+3	-2	+8	542	+7	+4	430	32	34	30
Fresh fruit, vegetable wholesalers.....	-7	+1	-3	327	+4	0	235	19	18	19
Beer, wine, distilled spirits wholesalers.....	+1	-4	+5	507	+8	+5	448	105	103	96
Beer distributors.....	-3	-2	+3	131	0	+9	112	59	58	54
Wine, distilled spirits wholesalers.....	+4	-5	+7	376	+10	+4	336	137	136	124
Drugs, chemicals, allied products wholesalers.....	+12	-4	+11	689	+9	+2	462	137	140	132
Drug wholesalers (general and specialty lines) ³	+15	-7	+13	305	+8	+3	215	165	174	153
Industrial chemicals, explosives wholesalers.....	+9	-1	+9	223	+16	+1	165	78	75	80
Paint, varnish wholesalers.....	+1	+2	+6	161	+5	+2	82	164	159	166
Tobacco distributors.....	+2	-2	+4	280	+11	-1	159	61	57	60
Dry goods, apparel wholesalers.....	0	-8	+1	409	+11	+1	188	227	196	205
Clothing, furnishings, footwear wholesalers.....	-3	-11	+1	93	+5	+1	40	248	202	194
Dry goods wholesalers (general and specialty lines)	+9	-8	+6	197	+14	+2	97	234	218	212
Piece goods converters.....	-9	-4	-3	119	+11	-2	51	197	164	201
Furniture, home furnishings wholesalers.....	+12	-4	+11	320	+13	+2	192	158	142	148
Furniture wholesalers.....	+7	0	+10	118	+8	-1	66	148	125	156
Home furnishings, floor coverings wholesalers.....	+16	-7	+11	202	+15	+3	126	163	151	145
Paper, allied products wholesalers.....	+14	-6	+14	487	+11	+3	328	102	105	93
Paper wholesalers.....	+14	-7	+14	317	+14	+3	246	95	96	86
Stationery, wallpaper wholesalers.....	+13	-5	+12	170	-1	+1	82	180	199	167
Inedible farm products merchants.....	+9	-11	-3	291	+6	-10	217	120	119	114
Automotive wholesalers.....	+3	+1	+6	687	+12	+2	489	203	180	198
Motor-vehicle distributors.....	-7	-4	+4	74	+22	+2	57	131	94	125
Automotive equipment, tire-tube wholesalers.....	+8	+3	+7	613	+10	+2	432	245	235	242
Electrical, electronic, appliance goods distributors	+15	-5	+13	893	+22	+3	815	181	169	163
Electrical equipment, supplies wholesalers ⁴	+22	0	+20	573	+26	+3	546	167	159	158
Electrical appliances, TV and radio sets and parts, and electronic parts, equipment distributors.....	+6	-11	+6	320	+19	+4	269	199	182	169
Hardware, plumbing, heating goods wholesalers.....	+11	+3	+8	605	+11	0	437	233	234	236
Hardware wholesalers.....	+5	+1	+8	225	+6	-1	183	243	245	240
Plumbing, heating goods distributors.....	+19	+6	+7	380	+21	+1	254	221	217	231
Lumber, construction materials distributors.....	+2	+6	+4	557	+15	-1	361	124	108	134
Lumber, millwork wholesalers.....	+1	+3	+2	328	+15	-2	230	139	122	146
Construction materials distributors.....	+3	+12	+9	229	+14	0	131	92	78	106
Machinery, equipment, supplies distributors ⁵	+17	-2	+18	2,079	+15	+1	1,558	165	173	166
Air conditioning, commercial refrigeration equip- ment distributors.....	+9	+9	+8	125	+3	+5	80	157	153	159
Commercial machines, equipment distributors.....	+18	+6	+14	134	+9	+1	95	133	144	147
Industrial machinery, equipment, supplies houses..	+19	-6	+22	950	+14	0	755	166	180	159
Professional equipment, supplies houses ⁶	+5	-6	+11	437	+6	+3	336	209	210	192
Surgical, medical, hospital supply houses.....	+2	-3	+8	79	+8	+7	44	184	179	168
Service establishment equipment, supplies houses..	+1	-6	+10	160	+7	+3	86	160	175	146
Metals, metalwork (except scrap) distributors.....	+19	0	+29	296	+18	+1	213	129	139	132
Iron, steel end products distributors.....	+22	0	+30	201	+19	+1	150	169	185	170
Nonferrous metals distributors.....	+14	-1	+26	95	+13	-1	63	65	70	63
Iron-steel scrap, waste materials dealers.....	+35	-1	+50	302	-1	-5	207	44	54	43
Iron-steel scrap dealers.....	+45	-1	+63	169	-3	-4	116	32	44	29
Waste materials dealers.....	+18	-2	+31	133	+1	-5	91	66	75	69
Other merchant wholesalers ⁷	+12	-3	+10	960	+12	-4	551	105	100	103
Amusement, sporting goods wholesalers.....	+5	+1	+8	143	+13	+4	93	173	156	174
Book, periodical, newspaper wholesalers.....	+4	-8	+7	119	+15	-2	32	142	112	132
Coal wholesalers.....	+40	-2	+35	187	-4	-1	101	31	45	32
Farm supplies wholesalers.....	-10	-9	-8	211	+14	-8	144	96	79	92
Jewelry wholesalers.....	+8	-7	+5	123	+3	-1	60	301	286	284

See page 6 for footnotes.

See page 6 for footnotes.

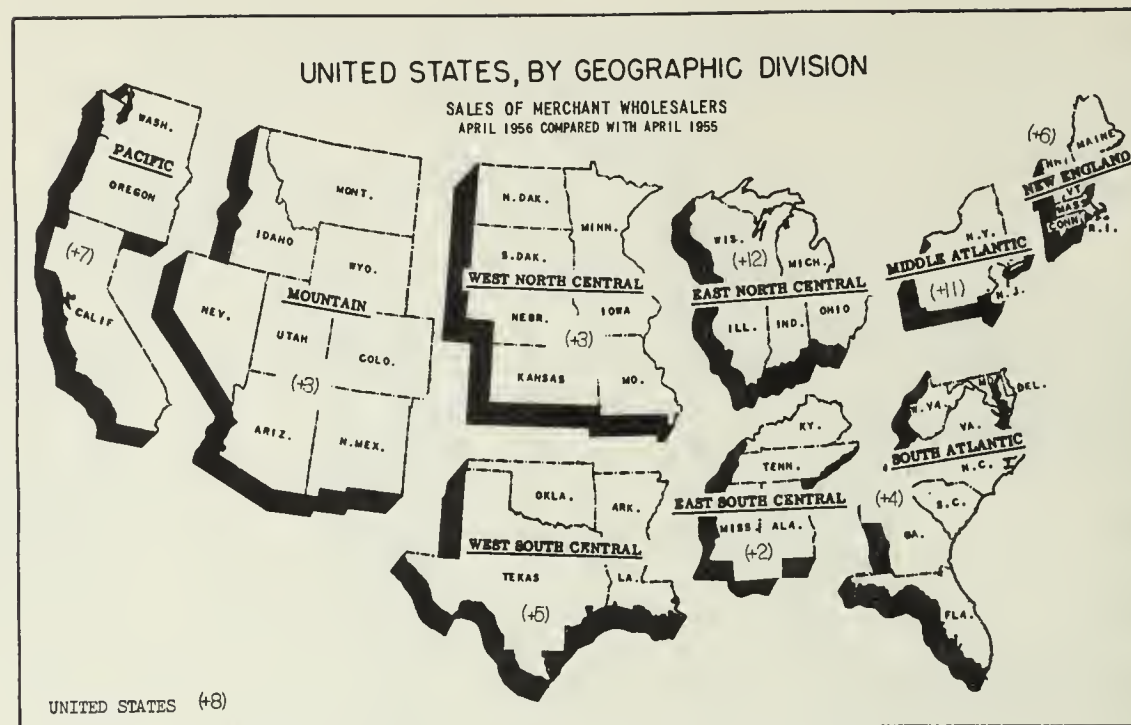


Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS
APRIL 1956

APRIL 1956

Kind of business and geographic division (See map above)	Sales				Inventory, end-of-month (at cost)			Stock-sales ratios ¹ (percent)		
	Percent change		4 mo. 1956 from 4 mo. 1955	Number of establish- ments reporting, Apr. 1956	Percent change, Apr. 1956 from--		Number of establish- ments reporting, Apr. 1956	Apr. 1956	Apr. 1955	Mar. 1956
	Apr. 1956 from--									
	Apr. 1955	Mar. 1956			Apr. 1955	Mar. 1956				
Merchant wholesalers, total ⁴	+8	-3	+10	11,549	+13	+1	8,322	127	122	122
New England.....	+6	0	+8	589	+9	+3	361	124	123	120
Middle Atlantic.....	+11	-3	+11	2,595	+13	+1	1,557	107	106	103
East North Central.....	+12	-2	+13	2,163	+15	+1	1,611	114	111	111
West North Central.....	+3	-5	+4	1,169	+17	-2	905	145	131	139
South Atlantic.....	+4	-7	+9	1,166	+12	0	877	144	136	131
East South Central.....	+2	-4	+3	512	+8	-2	398	141	137	142
West South Central.....	+5	-3	+10	1,445	+9	+1	1,206	154	149	145
Mountain.....	+3	+1	+8	422	+2	0	350	158	152	159
Pacific.....	+7	-3	+9	1,488	+15	+1	1,057	139	124	134
General-line grocery wholesalers.....	+3	-6	+6	790	+6	-2	664	110	107	106
Middle Atlantic.....	+8	-7	+7	82	+1	-3	72	112	118	110
East North Central.....	+8	-3	+7	100	+7	-5	76	97	99	98
West North Central.....	+8	-8	+7	139	+1	-6	132	100	99	97
South Atlantic.....	0	-5	+2	58	+4	-1	44	134	130	130
East South Central.....	-12	-4	-6	46	+6	-3	40	115	94	112
West South Central.....	0	-4	+5	158	+5	0	144	134	129	127
Mountain.....	+19	-11	+18	35	+14	-4	28	108	106	95
Pacific.....	+10	-9	+16	165	+8	0	124	92	97	91
Specialty-line grocery wholesalers.....	-2	-12	+8	291	+15	+1	202	80	80	84
New England.....	+2	-1	+13	16	+26	+4	9	89	53	85
Middle Atlantic.....	+4	-14	+13	121	+7	-2	82	77	71	70
East North Central.....	0	-12	+8	34	+36	-4	28	82	60	74
West North Central.....	-12	-22	+3	17	+11	0	9	152	120	112
South Atlantic.....	+1	-3	+8	22	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	-6	-5	+6	40	+34	+24	30	156	100	96
Pacific.....	-3	-16	+4	38	+25	0	30	64	53	62
Dairy, poultry products distributors.....	+3	-2	+8	542	+7	+4	430	32	34	30
New England.....	-9	-11	+4	18	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+2	-2	+6	91	+2	+2	54	21	22	20
East North Central.....	+11	0	+11	103	+9	+10	82	29	32	27
West North Central.....	+14	-2	+17	44	+5	+14	34	79	79	82
South Atlantic.....	-4	-3	+6	104	+20	+4	97	39	33	37
South Central.....	-1	+2	+7	57	+5	0	47	24	20	25
Pacific.....	+1	-3	+8	111	+16	+2	90	40	34	39
Fresh fruit, vegetable wholesalers.....	-7	+1	-3	327	+4	0	235	19	18	19
Middle Atlantic.....	-14	-7	-6	46	+1	-7	23	14	11	13
East North Central.....	-9	+3	-6	35	-1	+1	24	11	12	11
West North Central.....	-13	-2	-8	56	+13	-9	45	21	12	23
South Atlantic.....	0	-2	-1	28	-3	+8	16	20	23	18
South Central.....	0	+3	+5	45	+20	+1	34	32	29	33
Pacific.....	+4	+12	+2	77	-5	-8	61	16	18	18

See page 6 for footnotes.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS--Continued

APRIL 1956

Kind of business and geographic division (See map, page 4)	Sales				Inventory, end-of-month (at cost)			Stock-sales ratios ¹ (percent)		
	Percent change		4 mo. 1956 from 4 mo. 1955	Number of establi- sh- ments reporting Apr. 1956	Percent change, Apr. 1956 from--		Number of establi- sh- ments reporting Apr. 1956	Apr. 1956	Apr. 1955	Mar. 1956
	Apr. 1956 from--				Apr. 1956 from--					
	Apr. 1955	Mar. 1956			Apr. 1955	Mar. 1956				
Drug wholesalers (general end specialty lines) ³	+15	-7	+13	305	+8	+3	215	165	174	153
New England.....	+7	-2	+12	20	+3	0	13	159	168	154
Middle Atlantic.....	+20	-8	+9	65	+2	-1	41	140	157	141
East North Central.....	+14	-2	+14	56	+15	0	34	158	165	150
West North Central.....	+9	-7	+8	23	+5	+7	21	156	162	129
South Atlantic.....	+18	-4	+17	46	+8	+1	35	178	194	168
East South Central.....	+13	-8	+11	15	+6	+4	12	185	200	161
West South Central.....	+20	-5	+17	40	+11	+2	32	198	213	185
Mountain.....	+15	-6	+14	14	+5	+4	11	208	241	187
Pacific.....	+11	-8	+16	26	+19	+8	16	156	140	135
Tobacco distributors.....	+2	-2	+4	280	+11	-1	159	61	57	60
New England.....	+2	0	+3	31	+9	-1	10	71	63	68
Middle Atlantic.....	+1	-1	+5	55	+16	+3	34	58	51	56
East North Central.....	+2	-3	+2	43	+11	-6	27	56	49	55
West North Central.....	-5	-7	-2	22	+15	+1	14	50	34	48
South Atlantic.....	-4	-5	+7	29	+4	-7	20	55	63	52
South Central.....	+3	+2	+3	45	+9	-2	21	72	70	81
Pacific.....	+10	-3	+10	39	+4	+7	28	62	66	56
Dry goods, apparel wholesalers.....	0	-8	+1	409	+11	+1	188	227	196	205
New England.....	+7	+1	+10	20	+20	+3	8	258	223	268
Middle Atlantic.....	-2	-6	0	261	+4	-1	112	193	182	189
East North Central.....	+6	-8	+6	34	+20	+1	17	200	173	179
West North Central.....	-8	-19	+3	21	+23	-1	12	336	250	224
South Atlantic.....	+11	-2	+6	15	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	-8	-16	-2	26	+9	+3	14	219	182	175
Pacific.....	+3	-14	0	31	+13	+6	17	358	311	281
Furniture, home furnishings wholesalers.....	+12	-4	+11	320	+13	+2	192	158	142	148
Middle Atlantic.....	+14	-4	+13	99	+14	-1	43	129	112	121
East North Central.....	+15	-4	+12	67	+7	+6	36	128	111	115
West North Central.....	-14	0	+3	20	+1	-1	18	216	169	204
South Atlantic.....	-7	-12	+5	35	+18	+1	24	247	189	207
South Central.....	+7	-9	+6	43	+7	-4	36	187	188	210
Pacific.....	+17	-1	+9	32	+23	+7	18	160	159	153
Automotive equipment, tire-tube wholesalers.....	+8	+3	+7	613	+10	+2	432	245	235	242
Middle Atlantic.....	+15	-2	+14	86	+7	+3	56	287	307	277
East North Central.....	+6	+2	+4	104	+18	+2	74	200	161	193
West North Central.....	-1	+8	+2	65	-12	+2	22	327	378	342
South Atlantic.....	0	-5	+3	62	+14	+4	49	269	250	250
East South Central.....	+13	+5	+15	76	+9	+4	70	200	221	220
West South Central.....	+8	-3	+15	60	+15	+1	59	333	333	323
Mountain.....	+7	+16	+6	46	+10	+5	41	278	248	322
Pacific.....	+8	+1	+3	99	+4	+2	55	217	230	219
Electrical equipment, supplies wholesalers ⁴	+22	0	+20	573	+26	+3	546	167	159	158
New England.....	+38	+2	+26	33	+11	0	32	152	176	161
Middle Atlantic.....	+42	+10	+30	68	+32	-2	60	129	137	134
East North Central.....	+23	-2	+19	157	+18	+7	146	162	164	144
West North Central.....	+16	+5	+15	55	+26	-1	52	164	151	165
South Atlantic.....	+11	-4	+15	89	+26	0	88	180	175	177
East South Central.....	+16	+1	+15	38	+19	+8	35	201	202	200
West South Central.....	+4	-12	+15	61	+26	+6	61	217	178	181
Mountain.....	-3	+6	+7	21	+18	+4	21	171	141	174
Pacific.....	+15	-6	+15	51	+38	+3	51	180	150	165
Electrical appliances, electronic parts distributors.....	+6	-11	+6	320	+19	+4	269	199	182	169
New England.....	+15	-5	+9	14	+6	+9	10	126	141	111
Middle Atlantic.....	+11	-13	+12	67	+20	+8	49	177	173	135
East North Central.....	+14	-8	+7	66	+24	+3	59	222	200	200
West North Central.....	-2	-16	-7	33	+7	+4	26	227	191	180
South Atlantic.....	-5	-17	+5	44	+14	+5	37	186	170	146
East South Central.....	-6	-9	-3	15	+21	0	15	268	201	245
West South Central.....	+3	-8	-1	25	+10	+2	22	181	157	161
Pacific.....	+3	-8	+4	50	+16	+3	45	181	193	164
Hardware wholesalers.....	+5	+1	+8	225	+6	-1	183	243	245	240
Middle Atlantic.....	+4	+13	+12	29	+12	+4	19	168	162	168
East North Central.....	+6	-5	+10	37	+9	-1	34	247	240	241
West North Central.....	0	-1	+3	28	+8	-5	26	279	257	281
South Atlantic.....	+4	-2	+5	31	0	-1	21	279	290	271
East South Central.....	0	-1	+5	23	0	-5	22	246	244	256
West South Central.....	+5	-16	+8	24	+10	0	21	229	224	188
Mountain.....	+11	+4	+5	11	+8	+4	10	287	287	285
Pacific.....	+15	+6	+7	35	+1	+1	26	236	283	250
Plumbing, heating goods wholesalers.....	+19	+6	+7	380	+21	+1	254	221	217	231
New England.....	+11	+13	+6	19	+7	+1	13	362	391	455
Middle Atlantic.....	+24	+8	+14	129	+24	0	66	217	220	241
East North Central.....	+27	+10	+17	50	+16	+1	41	211	208	276
West North Central.....	0	+3	+2	34	+12	+1	29	243	210	241
South Atlantic.....	+9	0	+5	60	+23	+3	47	233	200	227
South Central.....	+9	+2	-4	43	+12	+9	39	203	226	191
Pacific.....	+4	-2	+1	34	+26	+1	10	160	142	163

See page 6 for footnotes.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS--Continued

APRIL 1956

Kind of business and geographic division (See map, page 4)	Sales				Inventory, end-of-month (at cost)			Stock-sales ratios ¹ (percent)		
	Percent change			Number of establish- ments reporting, Apr. 1956	Percent change, Apr. 1956 from--		Number of establish- ments reporting, Apr. 1956	Apr. 1956	Apr. 1955	Mar. 1956
	Apr. 1956 from--		4 mo. 1956 from 4 mo. 1955							
	Apr. 1955	Mar. 1956								
Lumber, construction materials dealers.....	+2	+6	+4	557	+15	-1	361	124	108	134
New England.....	-6	+7	-5	31	+6	+1	24	176	161	187
Middle Atlantic.....	+9	+20	+6	115	+17	-3	88	124	112	138
East North Central.....	+4	+9	+10	118	+20	+7	57	109	97	118
West North Central.....	-7	+9	-2	40	+11	-3	23	115	75	128
South Atlantic.....	0	-1	+8	58	+19	-3	31	81	71	88
South Central.....	-14	-8	-12	71	+14	-2	52	162	130	161
Pacific.....	+9	0	+7	108	+15	-5	72	114	103	122
Industrial machinery, equipment, supplies distributors..	+19	-6	+22	950	+14	0	755	166	180	159
New England.....	+13	+6	+20	15	+23	+10	7	244	188	231
Middle Atlantic.....	+21	-13	+19	73	+8	+4	51	148	190	141
East North Central.....	+20	-6	+22	105	+24	+1	83	162	161	139
West North Central.....	+5	+12	+12	74	-1	-3	52	182	175	162
South Atlantic.....	+34	+2	+22	51	+23	0	45	153	171	155
South Central.....	+18	-5	+30	482	+2	0	402	142	165	135
Pacific.....	+15	+8	+14	81	+25	-5	62	214	244	245

x Insufficient data to show separately.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.² Not affiliated with voluntary groups or cooperative groups.³ See below for March 1956 data.⁴ Includes general-line electrical goods, wiring supplies, construction materials and apparatus wholesalers.⁵ Totals include data for some kinds of business not shown separately.

Note: Firms reporting in this survey are part of a probability sample representing merchant wholesalers in all kinds of business. Each firm selected in the sample has an assigned weight which reflects its probability of selection (or, in other terms, the number of firms in the trade which it represents in the sample). Large firms are selected with certainty, thus having a weight of one (1). Other firms are sampled at varying rates, depending upon size, with smaller firms having a lower probability of selection and thus a larger weight.

Sales and inventory figures reported for any firm are multiplied by this weight and the results summarized to obtain percentage changes and stock-sales ratios.

Date on reported dollar values, previously shown as a measure of coverage, are now omitted since the trend data are based on weighted values. The number of establishments in the sample, from which reports were received in time for tabulation, are shown as an indication of coverage.

ADDENDUM TO THE MONTHLY WHOLESALE TRADE REPORT: MARCH 1956

Sales and Inventories of Drug Wholesalers

(Date on inventories of drug wholesalers presented here were withheld from the March 1956 report because of incomplete reporting of inventories at time of publication.)

Kind of business and geographic division (see map, page 4)	Sales				Inventory, end-of-month (at cost)		Stock-sales ratios ¹ (percent)			
	Percent change			Number of establish- ments reporting, Mar. 1956	Percent change, Mar. 1956 from--		Number of establish- ments reporting, Mar. 1956	Mar. 1956	Mar. 1955	Feb. 1956
	March 1956 from--		3 mo. 1956 from 3 mo. 1955							
	Mar. 1955	Feb. 1956			Mar. 1955	Feb. 1956				
Drug wholesalers (general and specialty lines).....	+11	+6	+12	331	+7	+1	235	158	160	167
New England.....	+7	+4	+13	17	+7	0	11	147	147	156
Middle Atlantic.....	+7	+8	+6	67	+1	0	37	134	140	144
East North Central.....	+10	+4	+14	62	+15	-2	38	157	150	166
West North Central.....	+8	+4	+8	22	+8	-3	20	159	159	171
South Atlantic.....	+16	+4	+17	42	+7	0	34	150	161	156
East South Central.....	+12	+12	+11	19	+5	-3	14	174	182	200
West South Central.....	+13	+6	+16	51	+3	0	35	182	191	193
Mountain.....	+9	+4	+14	18	+1	-1	16	190	196	200
Pacific.....	+15	+11	+17	33	+13	+11	30	147	150	145

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the mark-up of sales, which varies from trade to trade.

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Ref

MONTHLY WHOLESALE TRADE REPORT

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UNIVERSITY OF ILLINOIS
FOR RELEASE
JULY 10, 1956

MAY 1956

SALES AND INVENTORIES

Data shown in this report are based on reports submitted by a reporting panel of over 11,000 establishments which are representative of all merchant wholesaler firms in the country (see note on page 6). The reporting panel is part of a probability sample developed by the Bureau of the Census to provide national dollar volume estimates of sales and inventories of merchant wholesalers by kind of business.

Sales

May 1956 sales of merchant wholesalers rose 9 percent over April sales and were also 14 percent higher than sales in May 1955. Cumulative sales during the first 5 months of 1956 were 11 percent above those of the comparable period of 1955. Durable goods trades, in total, showed a 7 percent increase over April sales while nondurable goods trades reported a slightly larger gain (9%). However, durable goods trades, in total, noted the sharper gain over year-ago sales--16 percent--compared with the increase of 15 percent indicated by the nondurable goods trades.

Among the trades reporting better than average gains over previous month sales were beer (23%), inedible farm products (17%), specialty-line groceries (17%), and fresh fruits and vegetables (17%). Jewelry, down 8 percent, noted a seasonal decline. In comparison with May 1955 sales, iron and steel scrap, up 54 percent, again showed the most substantial gain. Other large increases were indicated for non-ferrous metals (29%), coal (28%), electrical equipment and supplies (27%), books and periodicals (25%),

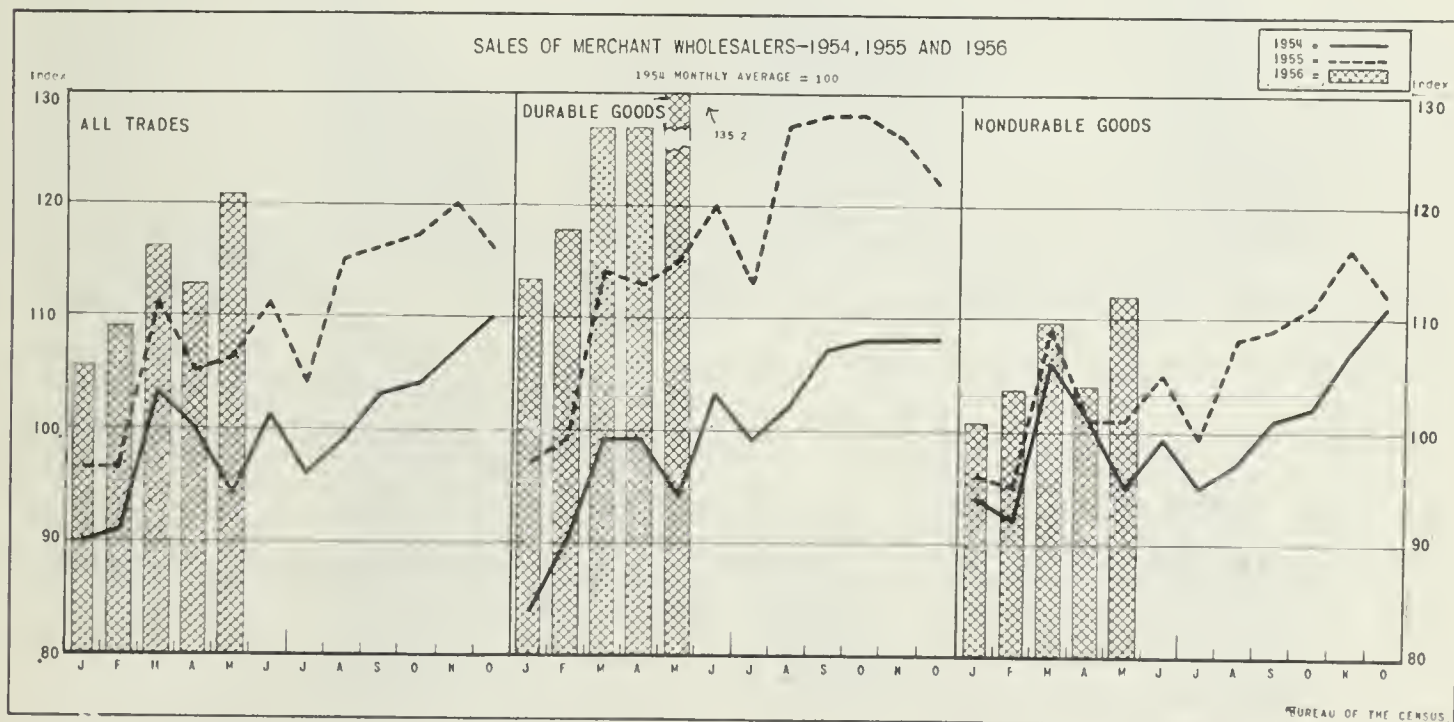
iron and steel products (24%), industrial machinery and equipment (24%), inedible farm products (24%), and specialty-line groceries (21%). Declines were noted in only three trades--clothing and furnishings (1%), motor-vehicles (7%), and piece goods converters (14%).

Sales in all geographic divisions were higher than a month earlier or a year ago. Increases over the previous month ranged from 4 percent in the West South Central Division to 12 percent in the West North Central Division. Gains over a year ago were somewhat greater, ranging from 7 to 15 percent.

Inventories


Inventories of wholesalers at the end of May were at about the same level as on April 30, but were 10 percent above stocks on hand a year ago. The May stock-sales ratio of 120 percent was 11 points below the April ratio and 4 points below the ratio for May 1955.

Changes from previous month inventories were small for most trades. However, sharp declines from April 30 stocks were noted in inedible farm products (17%), farm supplies (14%), and waste materials (11%). Compared with a year ago, most trades reported substantial increases, nonferrous metals (25%), retailer cooperative groceries (21%), and electrical equipment (20%), registering the most significant of these. Declines were reported by only two trades--Jewelry (1%) and inedible farm products (7%).

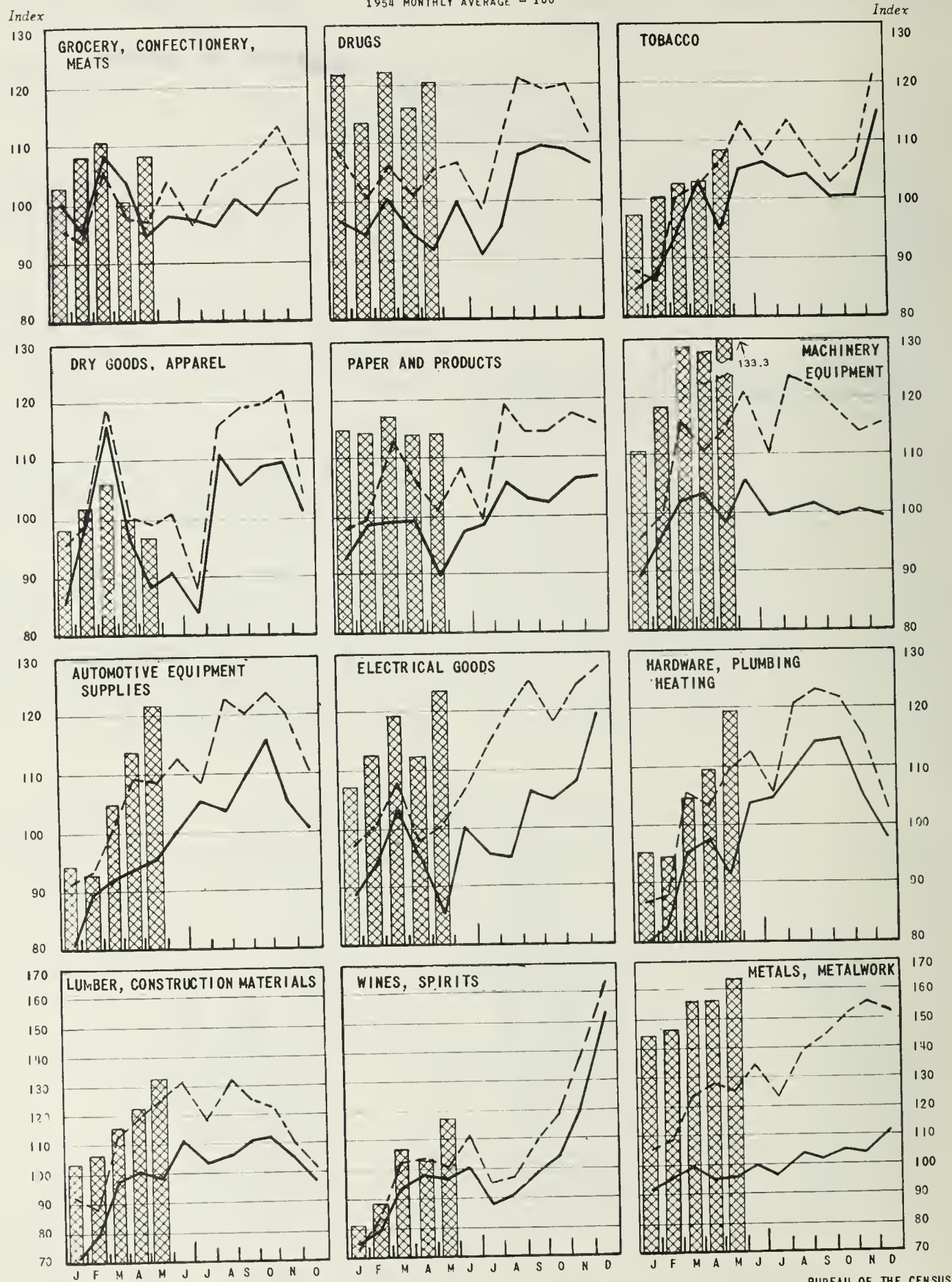


DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS.
For sale by the Bureau of the Census: single copy--10¢, annual subscription--\$1.00

SALES OF MERCHANT WHOLESALERS--SELECTED KINDS OF BUSINESS 1954, 1955 AND 1956

1954 = ———
1955 = - - - -
1956 = 

1954 MONTHLY AVERAGE = 100



BUREAU OF THE CENSUS

DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS

Table 1.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KINDS OF BUSINESS

MAY 1956

Kind of business	Sales				Inventory, end-of-month (at cost)			Stock-sales ratios ¹ (percent)		
	Percent change			Number of establish- ments reporting May 1956	Percent change, May 1956 from--		Number of establish- ments reporting May 1956	May 1956	May 1955	Apr. 1956
	May 1956 from--		5 mo. 1956 from 5 mo. 1955		May 1956 from--					
	May 1955	Apr. 1956				May 1955				
United States, total.....	+14	+9	+11	11,729	+10	0	8,377	120	124	131
Grocery, confectionery, meat wholesalers.....	+14	+12	+7	1,310	+9	0	992	87	89	99
General-line grocery wholesalers.....	+14	+9	+8	795	+5	0	661	103	114	115
Nonaffiliated ²	+10	+8	+5	597	+2	0	507	125	134	139
Voluntary groups.....	+20	+8	+12	180	+6	0	143	93	105	100
Retailer-cooperative.....	+16	+11	+10	18	+21	+6	11	68	72	78
Specialty-line grocery wholesalers.....	+21	+17	+11	276	+19	0	185	88	86	104
Confectionery wholesalers.....	+5	+8	+3	90	+16	+1	44	88	79	97
Meat, meat products wholesalers.....	+5	+14	-2	149	+13	+1	102	32	22	36
Edible farm products distributors.....	+9	+10	+5	989	+10	+3	683	31	31	33
Dairy, poultry products distributors.....	+9	+7	+8	675	+10	+4	468	35	34	36
Fresh fruit, vegetable wholesalers.....	+8	+17	0	314	+9	-1	215	23	23	26
Beer, wine, distilled spirits wholesalers.....	+12	+18	+7	516	+6	+3	453	90	98	103
Beer distributors.....	+5	+23	+3	138	0	+8	124	50	52	57
Wine, distilled spirits wholesalers.....	+18	+15	+9	378	+8	+1	329	122	137	137
Drugs, chemicals, allied products wholesalers.....	+13	+4	+11	686	+9	-1	451	134	144	140
Drug wholesalers (general and specialty lines)....	+15	+3	+13	307	+9	-1	211	152	166	161
Industrial chemicals, explosives wholesalers.....	+12	+5	+10	224	+10	+4	153	80	84	80
Paint, varnish wholesalers.....	+6	+5	+6	155	+12	-3	87	165	163	180
Tobacco distributors.....	+6	+8	+5	277	+5	+1	161	63	66	67
Dry goods, apparel wholesalers.....	-2	0	+1	394	+9	+2	187	247	212	242
Clothing, furnishings, footwear wholesalers.....	-1	+3	0	100	+8	+3	59	253	243	264
Dry goods wholesalers (general and specialty lines)	+7	0	+6	172	+14	+2	79	225	173	215
Piece goods converters.....	-14	-4	-5	122	+7	+1	49	270	218	251
Furniture, home furnishings wholesalers.....	+11	+3	+11	341	+13	-2	197	191	187	195
Furniture wholesalers.....	+11	+6	+10	110	+13	0	63	178	183	176
Home furnishings, floor coverings wholesalers.....	+12	+1	+11	231	+13	-2	134	196	189	203
Paper, allied products wholesalers.....	+17	+3	+14	494	+4	-1	341	117	130	122
Paper wholesalers.....	+18	+4	+15	327	+4	-2	262	109	120	115
Stationery, wallpaper wholesalers.....	+13	-1	+12	167	+4	+4	79	201	229	191
Inedible farm products merchants.....	+24	+17	+2	272	-7	-17	155	92	125	104
Automotive wholesalers.....	+8	+6	+6	665	+6	0	500	185	185	199
Motor-vehicle distributors.....	-7	+6	+1	64	+10	-4	55	108	90	122
Automotive equipment, tire-tube wholesalers.....	+14	+7	+9	601	+5	+1	445	223	244	235
Electrical, electronic, appliance goods distributors	+21	+12	+15	950	+15	-2	848	163	169	186
Electric equipment, supplies wholesalers ⁴	+27	+13	+21	629	+20	+1	600	150	157	169
Electrical appliances, TV and radio sets and parts and electronic parts, equipment distributors.....	+13	+9	+7	321	+9	-5	248	184	189	215
Hardware, plumbing, heating goods wholesalers.....	+8	+9	+8	604	+11	0	443	229	222	248
Hardware wholesalers.....	+7	+7	+8	236	+11	0	192	246	230	260
Plumbing, heating goods distributors.....	+11	+11	+8	368	+11	0	251	203	206	227
Lumber, construction materials distributors.....	+7	+11	+5	570	+15	0	392	120	112	135
Lumber, millwork wholesalers.....	+6	+10	+3	328	+16	0	235	135	127	148
Construction materials distributors.....	+8	+14	+9	242	+13	-1	157	99	88	116
Machinery, equipment, supplies distributors ⁵	+16	+5	+18	2,114	+14	+1	1,560	160	165	167
Air conditioning, commercial refrigeration equip- ment distributors.....	+3	+2	+6	115	+1	+1	87	184	192	173
Commercial machines, equipment distributors.....	+13	+4	+14	155	+6	0	99	142	154	148
Industrial machinery, equipment, supplies houses.....	+24	+7	+22	984	+10	+1	760	135	156	145
Professional equipment, supplies houses ³	+14	+5	+11	417	+9	+3	316	198	218	202
Surgical, medical, hospital supply houses.....	+18	+4	+10	78	+14	+2	46	166	188	168
Service establishment equipment, supplies houses..	+5	+2	+9	162	+13	+1	85	167	154	171
Metals, metalwork (except scrap) distributors.....	+26	+7	+28	291	+20	0	224	123	131	132
Iron, steel and products distributors.....	+24	+3	+29	205	+19	0	155	153	164	163
Nonferrous metals distributors.....	+29	+13	+27	86	+25	-3	69	63	61	70
Iron-steel scrap, waste materials dealers.....	+41	+9	+48	279	+4	-6	183	39	52	48
Iron-steel scrap dealers.....	+54	+13	+61	154	0	-4	109	36	54	44
Waste materials dealers.....	+18	+2	+28	125	+17	-11	74	50	46	58
Other merchant wholesalers ⁵	+19	+4	+12	977	+7	0	607	103	102	106
Amusement, sporting goods wholesalers.....	+13	+4	+9	141	+11	+1	107	211	203	208
Book, periodical, newspaper wholesalers.....	+25	+10	+11	136	+8	-2	64	86	130	119
Coal wholesalers.....	+28	+6	+33	201	+15	+11	119	30	33	29
Farm supplies wholesalers.....	+7	-2	-5	209	+5	-14	147	74	72	83
Jewelry wholesalers.....	+9	-8	+6	133	-1	+1	55	287	337	288

See page 6 for footnotes.



Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS

MAY 1956

Kind of business and geographic division (See map above)	Sales				Inventory, end-of-month (at cost)			Stock-sales ratios ¹ (percent)		
	Percent change		5 mo. 1956 from 5 mo. 1955	Number of establish- ments reporting May 1956	Percent change, May 1956 from--		Number of establish- ments reporting, May 1956	May 1956	May 1955	Apr. 1956
	May 1956 from--									
	May 1955	Apr. 1956								
Merchant wholesalers, total ⁴	+14	+9	+11	11,729	+10	0	8,377	120	124	131
New England.....	+17	+12	+10	578	+3	0	332	104	106	157
Middle Atlantic.....	+15	+9	+12	2,570	+11	-1	1,494	105	109	116
East North Central.....	+15	+9	+14	2,222	+10	0	1,659	102	106	112
West North Central.....	+13	+12	+6	1,184	+9	+1	925	140	138	146
South Atlantic.....	+14	+8	+10	1,246	+11	-2	917	142	143	158
East South Central.....	+14	+11	+5	546	+10	-2	433	138	150	159
West South Central.....	+15	+6	+11	1,446	+6	-1	1,175	140	155	145
Mountain.....	+9	+9	+8	420	+7	0	334	152	152	172
Pacific.....	+15	+5	+10	1,517	+17	+2	1,108	130	131	136
General-line grocery wholesalers.....	+14	+9	+8	795	+5	0	661	103	114	115
Middle Atlantic.....	+18	+7	+9	81	+7	-1	72	100	104	111
East North Central.....	+11	+11	+8	104	+2	+3	83	92	97	97
West North Central.....	+17	+8	+9	132	+5	+4	124	85	92	87
South Atlantic.....	+6	+8	+3	57	+4	-3	45	157	156	175
East South Central.....	+4	+9	-4	45	+1	-2	40	132	135	148
West South Central.....	+19	+6	+8	150	+15	+2	128	103	105	106
Mountain.....	+24	+8	+20	40	0	-3	30	145	186	170
Pacific.....	+20	+10	+16	175	+8	+1	132	73	110	105
Specialty-line grocery wholesalers.....	+21	+17	+11	276	+19	0	185	88	86	104
New England.....	+24	+19	+15	13	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+24	+15	+15	117	+18	-1	71	60	69	71
East North Central.....	+20	+18	+11	41	+15	-2	33	77	84	95
West North Central.....	+13	+23	+5	11	+19	-5	9	147	135	194
South Atlantic.....	+14	+19	+8	19	(x)	(x)	(x)	(x)	(x)	(x)
South Central.....	+22	+14	+9	34	+9	+1	23	152	201	188
Pacific.....	+16	+19	+6	37	+22	0	30	99	64	111
Dairy, poultry products distributors.....	+9	+7	+8	675	+10	+4	468	35	34	36
New England.....	+32	+6	+13	18	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+1	+5	+5	117	+3	+5	64	26	27	26
East North Central.....	+9	+8	+2	145	+2	+6	95	34	37	35
West North Central.....	+10	+11	+15	52	+20	+4	43	72	57	76
South Atlantic.....	+11	+7	+3	117	+16	+5	96	26	25	27
South Central.....	+13	+7	+8	81	+11	+2	50	38	30	40
Pacific.....	+7	+5	+8	134	+7	+11	99	39	39	37

See page 6 for footnotes.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS--Continued

MAY 1956

Kind of business and geographic division (See map page 4)	Sales				Inventory, end-of-month (at cost)			Stock-sales ratios ¹ (percent)		
	Percent change		5 mo. 1956 from 5 mo. 1955	Number of establish- ments reporting, May 1956	Percent change, May 1956 from--		Number of establish- ments reporting, May 1956	May 1956	May 1955	Apr. 1956
	May 1956 from--									
	May 1955	Apr. 1956								
Fresh fruit, vegetable wholesalers.....	+8	+17	0	314	+9	-1	215	23	23	26
New England.....	+2	+33	+4	13	+1	-7	10	17	16	24
Middle Atlantic.....	+8	+21	-3	38	+17	-3	16	16	16	19
East North Central.....	+11	+16	-2	44	+16	+6	28	21	19	23
West North Central.....	+11	+10	-3	53	+6	-4	46	20	22	23
South Atlantic.....	-4	+3	-2	29	-4	+3	16	32	35	33
South Central.....	+9	+15	+5	31	+21	-15	20	36	36	46
Pacific.....	+4	+24	+2	77	+1	0	56	25	28	29
Drug wholesalers (general and specialty lines).....	+15	+3	+13	307	+9	-1	211	152	166	161
New England.....	+12	+8	+12	22	+6	-3	16	119	142	135
Middle Atlantic.....	+11	+1	+10	76	+5	0	42	141	161	150
East North Central.....	+16	+4	+14	51	+8	0	34	149	171	163
West North Central.....	+20	+3	+10	23	+5	+1	20	164	188	165
South Atlantic.....	+18	+3	+17	44	+4	-4	35	160	177	170
East South Central.....	+16	+4	+12	14	+15	-1	11	185	185	196
West South Central.....	+16	+5	+16	33	+11	-1	25	172	179	182
Mountain.....	+28	+4	+16	15	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+12	+2	+15	29	+15	-3	18	142	140	145
Tobacco distributors.....	+6	+8	+5	277	+5	+1	161	63	66	67
New England.....	-6	+2	+1	37	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+5	+8	+5	44	+6	-1	26	72	79	76
East North Central.....	+4	+10	+3	54	+7	+5	40	66	62	70
West North Central.....	+13	+11	+1	21	-4	-2	16	56	64	63
South Atlantic.....	+17	+7	+9	28	+3	-5	19	67	78	80
South Central.....	+9	+9	+4	39	+6	-2	19	59	62	66
Pacific.....	+6	+3	+9	43	+2	+4	33	58	68	55
Dry goods, apparel wholesalers.....	-2	0	+1	394	+9	+2	187	247	212	242
New England.....	+7	+8	+10	16	+11	-4	5	195	199	277
Middle Atlantic.....	-4	-2	-1	255	+3	+1	110	223	208	214
East North Central.....	+16	+10	+8	27	+12	-2	14	198	196	221
West North Central.....	-3	-1	+2	22	+39	+11	17	384	274	348
South Atlantic.....	+7	-10	+6	24	+17	+5	14	330	237	261
South Central.....	+6	+14	0	25	+10	+4	12	311	300	333
Pacific.....	-4	-3	-1	23	+11	+2	13	280	245	296
Furniture, home furnishings wholesalers.....	+11	+3	+11	341	+13	-2	197	191	187	195
Middle Atlantic.....	+12	+2	+12	94	+15	-2	45	210	187	212
East North Central.....	+12	+2	+12	69	+7	-1	40	159	165	163
West North Central.....	-5	-2	+1	22	+2	-3	16	175	237	177
South Atlantic.....	+2	+9	+4	42	+21	-4	20	229	211	257
South Central.....	+9	+6	+7	44	+5	-2	33	227	234	252
Pacific.....	+14	-1	+10	42	+23	+3	22	174	176	162
Automotive equipment, tire-tube wholesalers.....	+14	+7	+9	601	+5	+1	445	223	244	235
Middle Atlantic.....	+21	+14	+16	82	+10	0	57	174	186	203
East North Central.....	+16	+5	+6	104	+11	+1	79	212	228	210
West North Central.....	+5	+1	+3	61	+4	-1	28	232	266	241
South Atlantic.....	+12	+12	+5	65	-4	-1	51	233	265	260
East South Central.....	+23	-1	+16	74	+5	+3	73	281	337	273
West South Central.....	+16	+5	+15	77	+5	+1	75	242	270	249
Mountain.....	+4	+4	+6	50	+1	+2	43	261	271	264
Pacific.....	+10	+3	+4	81	+16	-4	35	240	253	267
Electrical equipment, supplies wholesaalers ³	+27	+13	+21	629	+20	+1	600	150	157	169
New England.....	+39	+30	+29	36	+14	+2	33	109	134	141
Middle Atlantic.....	+38	+7	+32	70	+12	+1	69	123	139	131
East North Central.....	+16	+19	+18	155	+23	+4	145	165	163	193
West North Central.....	+18	+7	+15	59	+14	+2	57	168	175	174
South Atlantic.....	+22	+13	+17	117	+24	-5	111	162	158	194
East South Central.....	+18	+19	+15	41	+37	-1	39	161	141	191
West South Central.....	+32	+21	+18	68	+19	-1	65	200	224	240
Mountain.....	+21	+16	+10	28	+20	+3	28	169	170	190
Pacific.....	+34	+6	+18	55	+26	0	53	140	140	152
Electrical appliances, electronic parts distributors..	+13	+9	+7	321	+9	-5	248	184	189	215
New England.....	+10	0	+10	19	-8	-1	10	153	155	160
Middle Atlantic.....	+20	+16	+13	69	+8	-1	45	144	191	184
East North Central.....	+16	+7	+9	62	+22	-3	56	178	167	204
West North Central.....	0	+14	-6	37	-4	-9	25	211	213	249
South Atlantic.....	+8	+3	+5	56	+23	-6	47	253	215	286
East South Central.....	-1	+18	-3	8	-2	-7	7	186	184	246
West South Central.....	-5	+15	-1	16	-16	0	14	184	198	207
Pacific.....	+7	+1	+5	45	+7	-7	35	191	192	181

See page 6 for footnotes.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS--Continued

Kind of business and geographic division (see map, page 4)	MAY 1956									
	Sales				Inventory, end-of-month (at cost)			Stock-sales ratios ¹ (percent)		
	Percent change		5 mo. 1956 from 5 mo. 1955	Number of establish- ments reporting May 1956	Percent change, May 1956 from--		Number of establish- ments reporting May 1956			
	May 1955	Apr. 1956			May 1955	Apr. 1956		May 1956	May 1955	Apr. 1956
Hardware wholesalers.....	+7	+7	+8	236	+11	0	192	246	230	260
Middle Atlantic.....	+8	+6	+11	32	+16	0	20	228	211	247
East North Central.....	+1	+1	+8	39	+13	0	35	231	207	237
West North Central.....	+8	+7	+5	43	+9	+1	41	267	250	264
South Atlantic.....	+15	+16	+8	34	+12	-3	19	291	286	359
East South Central.....	+10	+10	+6	24	+8	+6	22	253	250	256
West South Central.....	+10	+16	+8	18	+8	-3	15	198	216	244
Mountain.....	+8	-2	+6	11	+13	0	9	351	339	370
Pacific.....	+5	0	+6	30	+8	+2	26	235	238	242
Plumbing, heating goods wholesalers.....	+11	+11	+8	368	+11	0	251	203	206	227
Middle Atlantic.....	+12	+14	+13	109	+17	-1	59	199	201	233
East North Central.....	+22	+12	+18	62	+15	-1	57	183	185	206
West North Central.....	+10	+7	+3	30	+8	+4	29	256	260	262
South Atlantic.....	+11	+14	+6	58	+7	+4	49	181	183	199
South Central.....	-4	+3	-4	53	+5	-3	37	239	225	251
Pacific.....	-1	+5	+1	36	+8	-2	10	212	207	234
Lumber, construction materials dealers.....	+7	+11	+5	570	+15	0	392	120	112	135
New England.....	+3	+28	-2	23	+2	-9	19	86	84	113
Middle Atlantic.....	+7	+16	+6	139	+9	-3	93	101	98	124
East North Central.....	0	+6	+8	125	+15	+1	64	141	116	149
West North Central.....	+3	+7	-1	45	+27	0	30	125	104	133
South Atlantic.....	+30	+16	+12	52	+31	-1	39	96	106	113
South Central.....	+2	+12	-10	75	+8	-1	65	143	137	163
Pacific.....	+13	+4	+8	95	+14	+4	68	128	130	130
Industrial machinery, equipment, supplies distributors	+24	+7	+22	984	+10	+1	760	135	156	145
New England.....	+21	+3	+20	19	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+20	+4	+19	77	+22	+1	42	120	111	120
East North Central.....	+32	+7	+23	116	+11	+1	79	115	142	130
West North Central.....	+12	-1	+12	86	+2	0	75	119	132	117
South Atlantic.....	+26	+6	+23	47	+16	0	38	137	150	141
South Central.....	+32	+12	+31	494	+6	0	406	140	184	156
Pacific.....	+11	+2	+13	76	+9	0	60	209	259	248

x Insufficient data to show separately.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.

² Not affiliated with voluntary groups or cooperative groups.

³ Includes general-line electrical goods, wiring supplies, construction materials and apparatus wholesalers.

⁴ Totals include data for some kinds of business not shown separately.

Note: Firms reporting in this survey are part of a probability sample representing merchant wholesalers in all kinds of business. Each firm selected in the sample has an assigned weight which reflects its probability of selection (or, in other terms, the number of firms in the trade which it represents in the sample). Large firms are selected with certainty, thus having a weight of one (1). Other firms are sampled at varying rates, depending upon size, with smaller firms having a lower probability of selection and thus a larger weight.

Sales and inventory figures reported for any firm are multiplied by this weight and the results summarized to obtain percentage changes and stock-sales ratios.

Data on reported dollar values, previously shown as a measure of coverage, are now omitted since the trend data are based on weighted values. The number of establishments in the sample, from which reports were received in time for tabulation are shown as an indication of coverage.

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MONTHLY

WHOLESALE TRADE

REPORT

Ref

U. S. DEPARTMENT OF COMMERCE
Sinclair Weeks, Secretary

BUREAU OF THE CENSUS
Robert W. Burgess, Director

JUNE 1956

FOR RELEASE
AUGUST 9, 1956

SALES AND INVENTORIES

First Half-year Sales

Sales of merchant wholesalers during the first six months of 1956 were 10 percent higher than in the first half of 1955. Durable goods trades, in total, noted an increase of 14 percent in sales during this period as compared with a gain of 7 percent by non-durable goods trades.

Most trades were ahead of first half 1955 sales. However, two durable goods trades--motor-vehicles and lumber, millwork--and one nondurable goods trade--clothing, furnishings--showed no change, while three other nondurable goods trades--meat (2%), farm supplies (5%), and piece goods (6%)--noted declines. Iron and steel scrap, with sales up 57 percent over first half 1955, registered the principal gain. Other large increases in the durable goods trades were in iron and steel products (27%), nonferrous metals (25%), waste materials (24%), electrical equipment (22%), and industrial machinery, equipment (21%). Among the nondurable goods trades, the larger gains were reported by coal (32%), drugs (13%), and paper (13%).

All geographic divisions shared in the increased sales during the first half of 1956. The east North Central Division, up 12 percent, recorded the principal gain over first half 1955, while the West North Central and East South Central Divisions shared the smallest increase, 6 percent.

June Sales

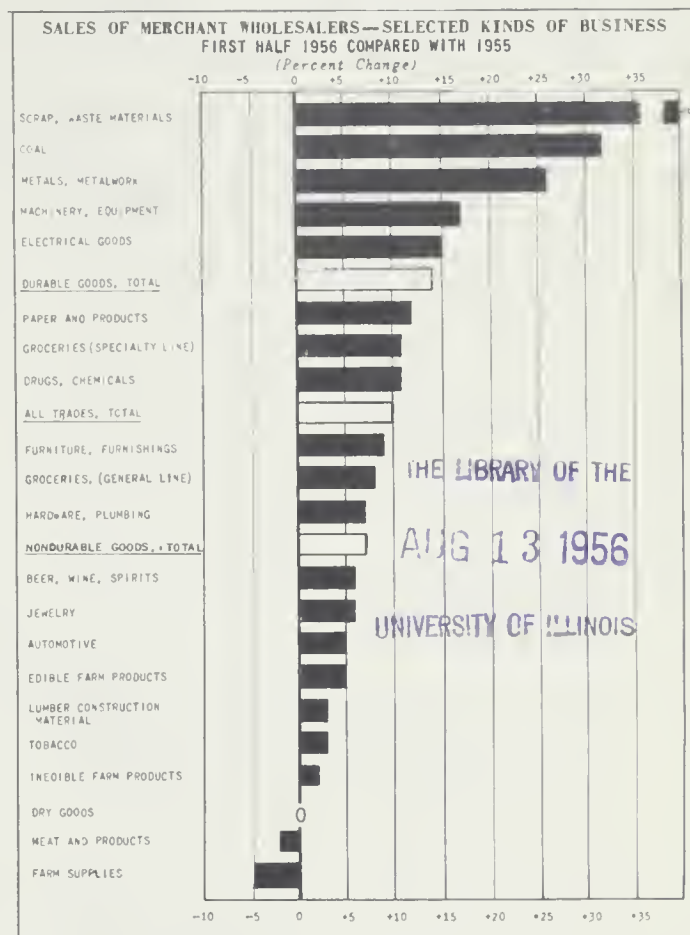
June 1956 sales of merchant wholesalers, contrary to their usual seasonal pattern, declined 3 percent from May 1956 sales but were 6 percent higher than sales in June 1955. Although most trades reported moderate changes in sales from a month earlier, two trades--inedible farm products (20%) and farm supplies (28%)--noted sharp declines. Compared with a year ago, substantial increases were registered by iron and steel scrap (38%), coal (26%), and electrical equipment, supplies (24%). Piece goods, with sales off 11 percent, noted the largest decrease among the ten trades which experienced declines from sales a year ago.

Although June 1956 sales in the New England and Mountain Divisions were slightly (1%) higher than in May, all other divisions showed small declines, the largest of these (6%) occurring in the West North Central Division. However, June 1956 sales in all geographic divisions ranged from 5 to 10 percent above year-ago sales.

Inventories

Inventories of wholesalers at the end of June were down slightly (1%) from the May 31 level, but were 10 percent above stocks on hand a year ago. The 1956 stock-sales ratio of 120 percent was 2 points above the May ratio and 5 points above the ratio for June 1955.

Most trade groups showed only small changes from their May 31 inventory levels. Sharpest changes noted were an increase of 24 percent for coal and a decline of 11 percent by inedible farm products.



Compared with a year ago, substantial inventory gains were noted for iron, steel products (32%), nonferrous metals (24%), construction materials (24%), and amusement, sporting goods (20%). Declines were reported for dairy, poultry products (2%), beer (3%), paint, varnish (5%), jewelry (5%), inedible farm products (7%), and iron and steel scrap (7%).

General

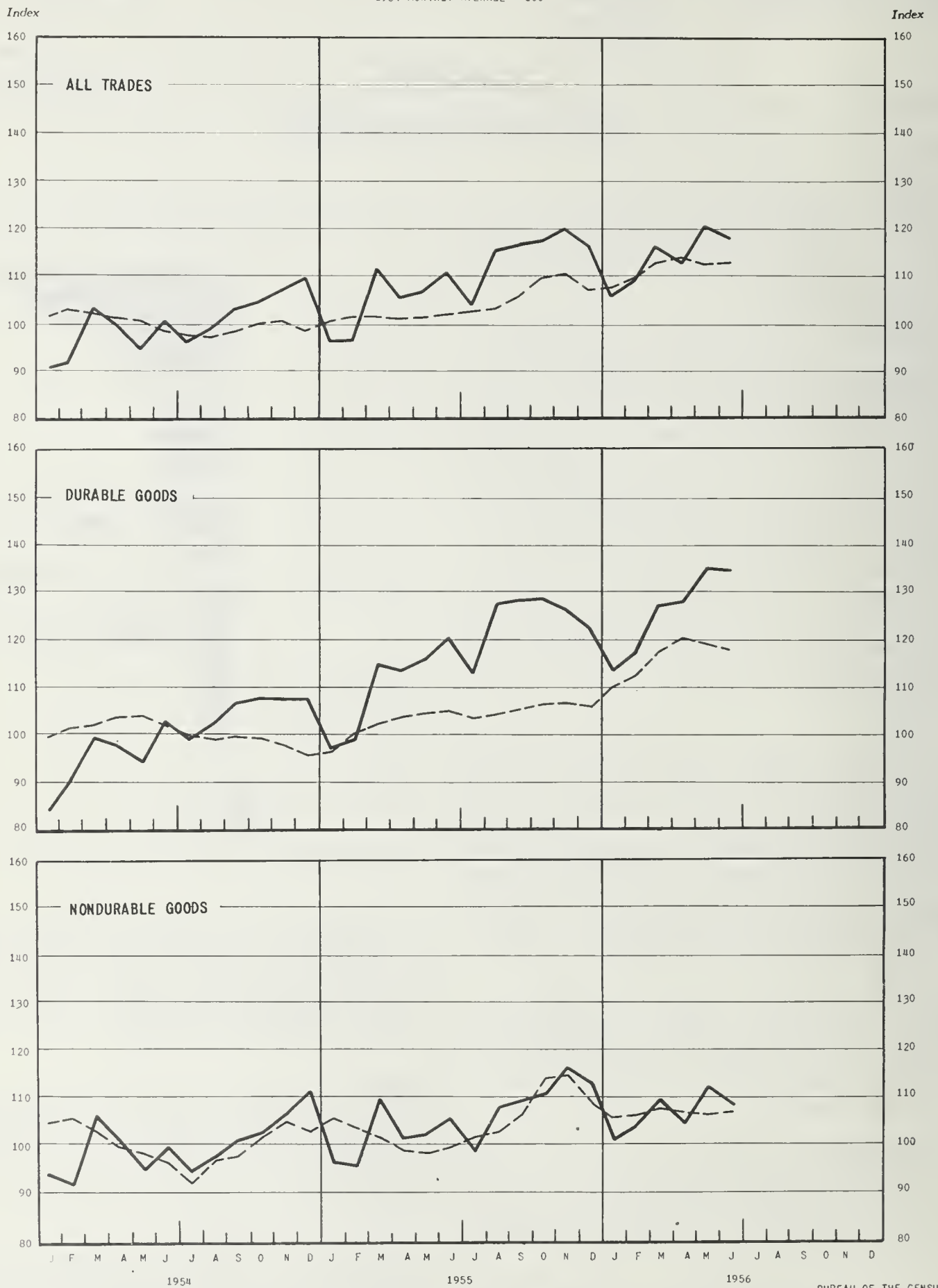
Data shown in this report are based on reports submitted by a reporting panel of over 11,000 establishments which are representative of all merchant wholesalers in the country (see note on page 6). Data in this report are not adjusted for number of days in the month, nor for seasonal or price fluctuations.

Each month, approximately one week prior to the publication of this report, an advance release is issued containing percentage changes in sales and inventories and stock-sales ratios for the 17 major trade groups covered by this report. This advance release is available upon request.

SALES AND INVENTORIES OF MERCHANT WHOLESALERS 1954, 1955 AND 1956

1954 MONTHLY AVERAGE = 100

SALES = ———
INVENTORIES = - - -



BUREAU OF THE CENSUS

DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS

Table 1.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS

JUNE 1956

Kind of business	Sales				Inventory, end-of-month (at cost)			Stock-sales ratios ¹ (percent)		
	Percent change		6 mo. 1956 from 6 mo. 1955	Number of establish- ments reporting June 1956	Percent change, June 1956 from--		Number of establish- ments reporting June 1956	June 1956	June 1955	May 1956
	June 1956 from--									
	June 1955	May 1956								
United States, total.....	+6	-3	+10	11,651	+10	-1	8,357	120	115	118
Grocery, confectionery, meat wholesalers.....	+6	-1	+7	1,360	+11	0	1,011	78	74	79
General-line grocery wholesalers.....	+7	-2	+8	807	+10	-1	625	105	104	106
Nonaffiliated ²	+6	-3	+5	635	+13	-1	497	111	109	111
Voluntary groups.....	+4	-1	+11	157	+4	0	118	91	94	90
Retailer-cooperative.....	+15	0	+10	15	+4	-7	10	99	107	108
Specialty-line grocery wholesalers.....	+10	+1	+11	300	+14	+1	213	76	72	76
Confectionery wholesalers.....	+1	-4	+2	96	+7	0	53	74	64	70
Meat, meat products wholesalers.....	-1	-4	-2	157	+6	+1	120	23	19	22
Edible farm products distributors.....	+7	+3	+5	844	+3	+1	673	26	28	27
Dairy, poultry products distributors.....	+2	-3	+7	527	-2	+1	458	31	33	29
Fresh fruit, vegetable wholesalers.....	+14	+11	+2	317	+19	-3	215	18	19	24
Beer, wine, distilled spirits wholesalers.....	+1	-5	+6	491	+8	0	431	106	100	98
Beer distributors.....	+7	+4	+4	107	-3	+3	94	61	63	57
Wine, distilled spirits wholesalers.....	-2	-10	+7	384	+12	-2	337	141	123	126
Drugs, chemicals, allied products wholesalers.....	+7	-3	+11	710	+5	-1	468	140	153	136
Drug wholesalers (general and specialty lines)....	+13	-4	+13	312	+7	-1	227	157	175	152
Industrial chemicals, explosives wholesalers.....	+3	-1	+8	239	+5	+1	154	94	97	92
Paint, varnish wholesalers.....	-4	-5	+4	159	-5	-1	87	166	172	171
Tobacco distributors.....	-2	-3	+3	283	+5	+1	117	54	51	52
Dry goods, apparel wholesalers.....	-3	-3	0	411	+12	-2	206	231	190	233
Clothing, furnishings, footwear wholesalers.....	-4	-5	0	95	+9	-3	47	216	190	211
Dry goods wholesalers (general and specialty lines)	+3	-1	+6	183	+15	-1	95	232	198	243
Piece goods converters.....	-11	-2	-6	133	+12	-4	64	248	179	248
Furniture, home furnishings wholesalers.....	0	-9	+9	320	+9	-3	186	162	143	156
Furniture wholesalers.....	+5	-7	+10	102	+6	-1	61	161	143	164
Home furnishings, floor coverings wholeslslers.....	-2	-10	+9	218	+10	-4	125	162	143	152
Paper, allied products wholesalers.....	+6	-2	+12	504	+13	+5	336	125	114	116
Paper wholesalers.....	+6	-2	+13	331	+13	+5	248	118	108	109
Stationery, wallpaper wholesalers.....	+6	-2	+11	173	+12	+3	88	214	206	202
Inedible farm products merchsnsls.....	+5	-20	+2	239	-7	-11	178	111	131	95
Automotive wholesalers.....	+1	-1	+5	660	+5	-1	462	190	174	188
Motor-vehicle distributors.....	-6	-5	0	57	+2	-5	47	117	100	117
Automotive equipment, tire-tube wholesalers.....	+5	+1	+8	603	+6	-1	415	230	220	230
Electrical, electronic, appliance goods distributors	+17	+4	+15	979	+11	-4	880	151	158	167
Electric equipment, supplies wholesalers ⁴	+24	+4	+22	636	+15	-6	609	134	146	149
Electrical appliances, TV and radio sets and parts, and electronic parts, equipment distributors.....	+8	+4	+7	343	+6	-1	271	176	173	193
Hardware, plumbing, heating goods wholesalers.....	+5	+1	+7	610	+7	-1	459	225	226	229
Hardware wholesalers.....	+5	+1	+7	228	+6	-1	194	250	254	253
Plumbing, heating goods distributors.....	+4	+2	+7	382	+9	-1	265	192	184	198
Lumber, construction materials distributors.....	-4	+1	+3	584	+7	-2	395	112	98	114
Lumber, millwork wholesalers.....	-9	-1	0	341	+4	-3	246	136	117	135
Construction materials distributors.....	+6	+4	+8	243	+24	0	149	70	56	72
Machinery, equipment, supplies distributors ⁵	+10	-3	+17	2,071	+18	+2	1,566	154	145	145
Air conditioning, commercial refrigeration equip- ment distributors.....	+17	+7	+8	134	+4	-1	97	125	124	135
Commercial machines, equipment distributors.....	+6	-4	+13	119	+13	-2	82	139	135	137
Industrial machinery, equipment, supplies houses..	+15	-2	+21	963	+11	+2	758	136	138	131
Professional equipment, supplies houses ⁵	+5	+1	+10	419	+11	+1	322	202	192	201
Surgical, medical, hospital supply houses.....	+7	-2	+9	81	+16	+1	45	166	140	156
Service establishment equipment, supplies houses..	+12	-2	+9	169	+10	+1	97	159	168	148
Metals, metalwork (except scrap) distributors.....	+17	0	+26	312	+31	+2	211	148	131	147
Iron, steel and products distributors.....	+17	+1	+27	224	+32	+1	158	174	155	175
Nonferrous metals distributors.....	+18	-3	+25	88	+24	+2	53	65	60	62
Iron-steel scrap, waste materials dealers.....	+25	-13	+45	301	+1	-2	195	37	47	33
Iron-steel scrap dealers.....	+38	-12	+57	168	-7	-4	119	27	42	26
Waste materials dealers.....	+5	-17	+24	133	+14	+2	76	63	58	51
Other merchant wholesalers ⁵	+9	-6	+11	972	+12	+1	583	103	95	93
Amusement, sporting goods wholesalers.....	+10	+4	+10	155	+20	+2	108	188	175	184
Book, periodical, newspaper wholesalers.....	+9	-4	+10	115	+4	+3	36	87	102	83
Coal wholesalers.....	+26	-3	+32	195	+7	+24	106	41	47	33
Farm supplies wholesalers.....	-1	-28	-5	211	+17	+5	155	103	86	71
Jewelry wholesalers.....	+5	-1	+6	115	-5	+1	48	247	254	211

See page 6 for footnotes.

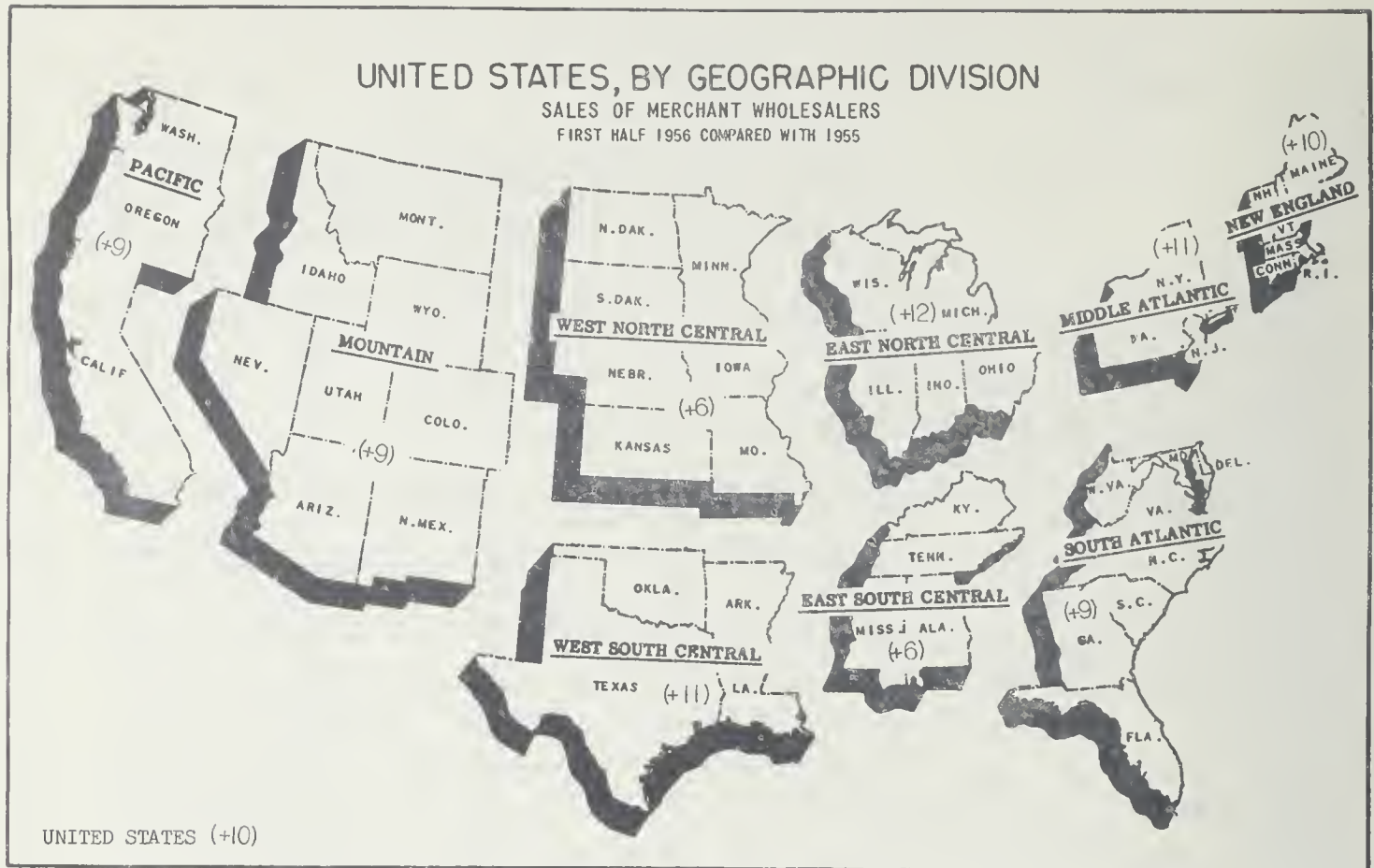


Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS

JUNE 1956

Kind of business and geographic division (see map above)	Sales				Inventory, end-of-month (at cost)			Stock-sales ratios ¹ (percent)		
	Percent change			Number of establish- ments reporting June 1956	Percent change, June 1956 from--		Number of estab- lishments reporting June 1956	June 1956	June 1955	May 1956
	June 1956 from--		6 mo. 1956 from 6 mo. 1955		June 1955	May 1956				
	June 1955	May 1956								
Merchant wholesalers, total ⁴	+6	-3	+10	11,651	+10	-1	8,357	120	115	118
New England.....	+10	+1	+10	563	+7	+1	338	110	110	113
Middle Atlantic.....	+6	-3	+11	2,566	+9	0	1,500	105	98	102
East North Central.....	+6	-2	+12	2,303	+11	-1	1,736	114	107	113
West North Central.....	+9	-6	+6	1,150	+9	-2	925	132	131	124
South Atlantic.....	+6	-4	+9	1,241	+14	-1	924	141	131	139
East South Central.....	+10	-5	+6	506	+7	-2	399	133	143	129
West South Central.....	+6	-4	+11	1,392	+8	-2	1,138	130	133	130
Mountain.....	+9	+1	+9	428	+12	-2	347	153	148	157
Pacific.....	+5	-1	+9	1,502	+15	0	1,050	121	115	118
General-line grocery wholesalers.....	+7	-2	+8	807	+10	-1	625	105	104	106
Middle Atlantic.....	+3	-4	+8	79	+14	0	67	116	109	117
East North Central.....	+9	+1	+8	112	-1	+1	80	105	121	108
West North Central.....	+8	-2	+9	142	+11	-1	127	106	101	104
South Atlantic.....	-5	-6	+1	70	+2	-1	40	115	115	111
East South Central.....	+8	-5	-3	37	+9	-2	34	120	118	114
West South Central.....	+10	0	+8	155	+17	-3	133	110	107	115
Mountain.....	+3	-14	+19	30	(x)	(x)	(x)	(x)	(x)	(x)
Pacific.....	+16	+3	+16	171	+28	0	123	78	76	84
Specialty-line grocery wholesalers.....	+10	+1	+11	300	+17	+1	213	76	72	76
New England.....	+7	-12	+13	17	+21	+4	10	85	65	81
Middle Atlantic.....	+10	-4	+14	130	+18	+8	87	70	60	60
East North Central.....	+8	+6	+10	39	+4	-5	31	74	79	84
West North Central.....	+34	+14	+8	10	+9	-2	9	118	131	131
South Atlantic.....	-1	+8	+6	27	+25	-1	21	113	92	127
South Central.....	+1	-10	+8	36	-4	+2	27	90	81	75
Pacific.....	+19	+17	+8	40	+4	-18	27	44	60	69
Dairy, poultry products distributors.....	+2	-3	+7	527	-2	+1	458	31	33	29
New England.....	+7	+6	+13	13	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-5	-2	+3	96	-5	+10	68	25	26	22
East North Central.....	0	-4	+2	97	-18	-1	82	35	41	33
West North Central.....	0	+1	+12	43	-1	0	40	98	100	86
South Atlantic.....	-1	-6	+7	93	+12	-10	89	23	21	25
South Central.....	+10	-9	+9	56	+10	-4	51	18	17	17
Pacific.....	+8	+3	+8	119	+20	+4	108	30	31	30

See page 6 for footnotes.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS--Continued

JUNE 1956

Kind of business and geographic division (See map page 4)	Sales				Inventory, end-of-month (at cost)		Stock-sales ratios ¹ (percent)			
	Percent change		6 mo. 1956 from 6 mo. 1955	Number of establish- ments reporting, June 1956	Percent change, June 1956 from--		Number of establis- ments reporting, June 1956	June 1955	June 1955	May 1955
	June 1956 from--				June 1955	May 1956				
	June 1956	May 1956								
Fresh fruit, vegetable wholesalers.....	+14	+11	+2	317	+19	-3	215	18	19	24
New England.....	+14	+3	+10	16	+16	-18	11	6	6	7
Middle Atlantic.....	+14	+9	0	44	+9	-4	24	16	17	22
East North Central.....	+13	+19	+1	49	+10	-4	33	13	12	12
West North Central.....	+36	+11	+1	46	+16	+13	38	16	21	21
South Atlantic.....	+	-3	0	35	+9	-2	15	20	24	28
South Central.....	+16	-	+7	34	+53	+1	18	37	33	36
Pacific.....	+12	+41	+3	67	-5	-1	51	24	31	47
Dry wholesalers (general and specialty lines).....	+15	-4	+13	312	+7	-1	227	157	175	152
New England.....	+6	0	+11	20	+14	+6	11	158	141	147
Middle Atlantic.....	+10	-2	+10	74	+4	+1	47	145	174	141
East North Central.....	+19	-7	+15	52	+3	-5	33	132	176	136
West North Central.....	+5	-1	+10	24	+4	+2	22	141	141	129
South Atlantic.....	+16	-2	+17	46	+11	0	35	166	175	177
East South Central.....	+21	-2	+14	14	+1	0	12	178	216	175
West South Central.....	+12	-11	+16	34	+9	-3	29	19	202	180
Mountain.....	-2	0	+14	16	+12	0	12	12	219	204
Pacific.....	+15	-4	+15	32	+18	-1	21	160	148	154
Tobacco distributors.....	-2	-3	+3	283	+5	+1	117	54	51	74
New England.....	+3	0	+1	32	-3	+11	8	60	34	56
Middle Atlantic.....	-2	-4	+3	52	-4	0	13	62	58	59
East North Central.....	-6	+2	+1	47	+8	0	27	58	55	47
West North Central.....	-3	+2	0	22	+5	+3	15	55	46	56
South Atlantic.....	+5	-4	+8	30	+1	-7	21	61	60	62
South Central.....	-1	-3	+3	40	+7	+5	17	45	44	41
Pacific.....	-4	-11	+6	41	+3	+8	7	41	45	31
Dry goods, apparel wholesalers.....	-3	-3	0	411	+12	-2	206	231	190	233
New England.....	+1	-10	+8	25	+28	+4	12	184	143	196
Middle Atlantic.....	-7	-1	-2	257	+10	-3	120	238	185	237
East North Central.....	-7	-8	+5	37	-	-6	17	190	181	189
West North Central.....	-1	-4	+1	26	+34	+2	17	340	222	344
South Atlantic.....	+4	-10	+6	21	-5	-2	15	191	213	174
South Central.....	+5	-14	0	15	+22	+4	9	329	278	284
Pacific.....	+16	-5	+2	28	+33	-9	14	186	176	22
Furniture, home furnishings wholesalers.....	0	-9	+9	320	+9	-3	186	162	143	156
Middle Atlantic.....	+1	-10	+11	109	+15	0	46	150	111	133
East North Central.....	+2	-5	+10	66	+16	-7	43	142	132	147
West North Central.....	-8	-19	0	19	+14	-4	16	232	179	200
South Atlantic.....	-6	-14	+3	33	+1	-1	16	266	277	248
South Central.....	+4	-13	+6	33	+1	-1	30	209	219	184
Pacific.....	+1	-7	+9	39	+7	-5	19	151	145	155
Automotive equipment, tire-tube wholesalers.....	+5	+1	+8	603	+6	-1	415	230	220	220
Middle Atlantic.....	+1	+5	+13	90	+7	+1	45	217	183	222
East North Central.....	+5	+3	+6	114	+7	-3	80	175	159	175
West North Central.....	+11	0	+5	68	-5	-1	28	224	247	236
South Atlantic.....	+3	-1	+4	71	+14	+2	51	256	238	242
East South Central.....	+6	+6	+14	88	+9	+2	87	298	297	308
West South Central.....	+18	-1	+15	19	+14	+3	18	189	188	176
Mountain.....	+4	+1	+5	57	+14	0	54	279	252	280
Pacific.....	-3	-6	+3	80	0	0	47	280	277	278
Electrical equipment, supplies wholesalers ³	+24	+4	+22	636	+15	-6	609	134	146	149
New England.....	+37	+8	+31	37	+10	-7	33	98	135	110
Middle Atlantic.....	+22	+1	+30	71	+9	-4	65	111	129	122
East North Central.....	+19	+5	+18	168	+10	-10	157	148	160	176
West North Central.....	+41	+9	+19	58	+11	-16	56	135	184	176
South Atlantic.....	+26	+9	+19	111	+23	+2	110	147	145	157
East South Central.....	+39	+4	+18	41	+40	-8	40	160	164	182
West South Central.....	+22	-2	+19	70	+16	-6	68	130	140	136
Mountain.....	+12	-10	+11	27	+20	-5	27	180	131	141
Pacific.....	+21	+6	+18	53	+35	-2	53	139	134	149
Electrical appliances, electronic parts distributors..	+8	+4	+7	343	+6	-1	271	176	173	193
New England.....	+10	-3	+10	31	+18	-2	24	147	123	169
Middle Atlantic.....	+18	+12	+14	68	+7	+2	45	160	175	186
East North Central.....	+10	+10	+9	75	+16	0	66	188	171	218
West North Central.....	+12	+2	-3	25	-3	-5	21	184	217	201
South Atlantic.....	+2	-4	+5	51	+8	-4	37	227	194	221
East South Central.....	0	-6	-3	11	-3	+3	11	179	177	173
West South Central.....	+3	0	0	23	-10	+1	20	157	190	156
Pacific.....	+2	0	+4	22	+5	-4	43	163	165	167

See page 6 for footnotes.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS--Continued

Kind of business and geographic division (see map, page 4)	JUNE 1956									
	Sales				Inventory, end-of-month (at cost)			Stock-sales ratios ¹ (percent)		
	Percent change		Number of establish- ments reporting June 1956	6 mo. 1956 from 6 mo. 1955	Percent change, June 1956 from--		Number of establish- ments reporting June 1956			
	June 1955	May 1956			June 1955	May 1956		June 1956	June 1955	May 1956
Hardware wholesalers.....	+5	+1	+7	228	+6	-1	194	250	254	253
Middle Atlantic.....	+11	+5	+11	35	+1	-2	29	205	237	223
East North Central.....	+7	0	+8	42	+11	-1	36	239	221	250
West North Central.....	+3	+5	+5	17	-4	-2	17	252	272	270
South Atlantic.....	+8	-3	+8	26	+6	-1	19	297	314	285
East South Central.....	+3	-5	+6	24	+7	0	22	243	246	233
West South Central.....	+13	-3	+9	25	+20	+4	22	275	252	254
Mountain.....	+13	+5	+8	22	+7	-3	22	269	279	289
Pacific.....	-1	+3	+5	28	-2	+1	24	251	257	261
Plumbing, heating goods wholesalers.....	+4	+2	+7	382	+9	-1	265	192	184	198
New England.....	+8	+7	+8	14	0	+1	7	253	347	280
Middle Atlantic.....	+8	+4	+12	113	+14	-1	56	226	199	257
East North Central.....	+12	+4	+17	62	+15	-1	53	189	173	194
West North Central.....	-3	-1	+2	32	-4	-1	30	167	169	164
South Atlantic.....	-3	-1	+4	59	+13	-1	52	231	193	232
South Central.....	-7	-1	-4	56	-1	-1	48	186	195	195
Pacific.....	+2	+4	+1	35	+9	-4	10	138	136	137
Lumber, construction materials dealers.....	-4	+1	+3	584	+7	-2	395	112	98	114
New England.....	-8	-3	-3	17	+10	0	15	168	138	166
Middle Atlantic.....	-2	-1	+5	114	+2	-3	83	116	107	119
East North Central.....	-9	+5	+4	136	+11	-3	67	89	68	97
West North Central.....	-1	+11	-1	60	+7	-3	41	108	114	128
South Atlantic.....	-7	-11	+7	52	+17	-2	37	113	91	99
South Central.....	-12	-12	-10	76	+12	0	62	184	147	158
Pacific.....	0	0	+6	109	+8	-2	71	96	86	91
Industrial machinery, equipment, supplies distributors	+15	-2	+21	963	+11	+2	758	136	138	131
New England.....	+49	+28	+22	11	(x)	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+25	-1	+20	57	+11	+10	33	104	136	91
East North Central.....	+1	-7	+21	103	+15	0	80	178	161	161
West North Central.....	+22	0	+13	66	+2	-2	51	166	195	168
South Atlantic.....	+24	+4	+23	47	+7	+2	42	120	159	123
South Central.....	+13	+2	+27	519	+7	0	429	133	140	140
Mountain.....	+7	-9	+10	74	+17	+1	52	169	124	154
Pacific.....	+7	-13	+12	86	+14	+7	68	126	124	99

x Insufficient data to show separately.

¹ Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for an identical group of firms reporting inventories in conjunction with sales. No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.² Not affiliated with voluntary groups or cooperative groups.³ Includes general-line electrical goods, wiring supplies, construction materials and apparatus wholesalers.⁴ Totals include data for some kinds of business not shown separately.

Note: Firms reporting in this survey are part of a probability sample representing merchant wholesalers in all kinds of business. Each firm selected in the sample has an assigned weight which reflects its probability of selection (or, in other terms, the number of firms in the trade which it represents in the sample). Large firms are selected with certainty, thus having a weight of one(1). Other firms are sampled at varying rates, depending upon size, with smaller firms having a lower probability of selection and thus a larger weight.

Sales and inventory figures reported for any firm are multiplied by this weight and the results summarized to obtain percentage changes and stock-sales ratios.

Data on reported dollar values, previously shown as a measure of coverage, are now omitted since the trend data are based on weighted values. The number of establishments in the sample, from which reports were received in time for tabulation are shown as an indication of coverage.

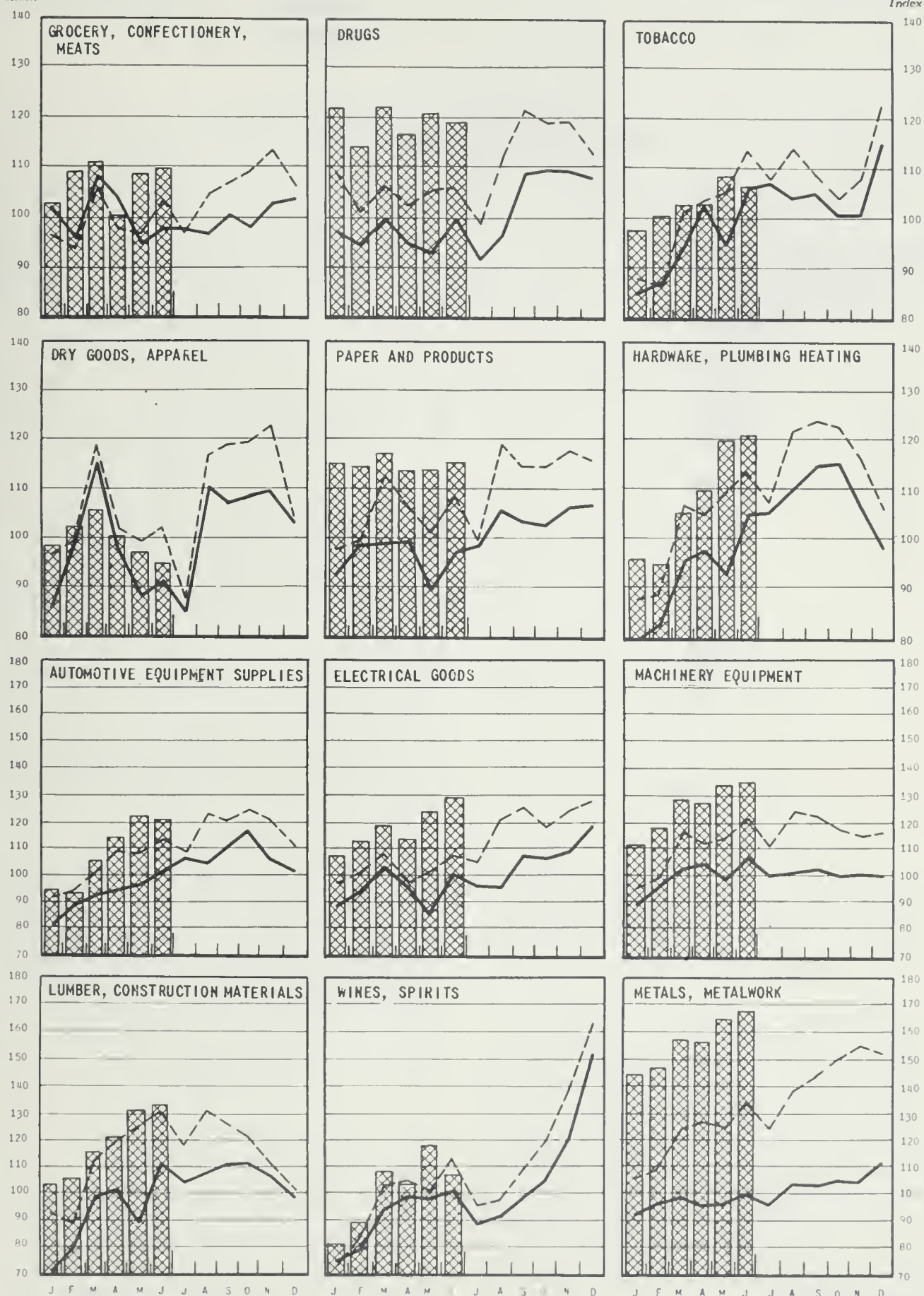
SALES OF MERCHANT WHOLESALERS—KINDS OF BUSINESS 1954, 1955 AND 1956

1954 MONTHLY AVERAGE = 100

1954 = ———
1955 = - - - -
1956 = [cross-hatched]

Index

Index



BUREAU OF THE CENSUS

DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS

MONTHLY

WHOLESALE TRADE
REPORTU. S. DEPARTMENT OF COMMERCE
Sinclair Weeks, SecretaryBUREAU OF THE CENSUS
Robert W. Burgess, Director

JULY 1956

FOR RELEASE
SEPTEMBER 12, 1956

SALES AND INVENTORIES

Effective with the July 1956 survey, the Bureau of the Census has revised the sample of merchant wholesalers on which this report is based to bring it up-to-date on the basis of the most recent complete Census--the 1954 Census of Business. A description of the revised sample, coverage, terminology and kinds of business classifications shown in this report are included on pages 2, 6, and 7.

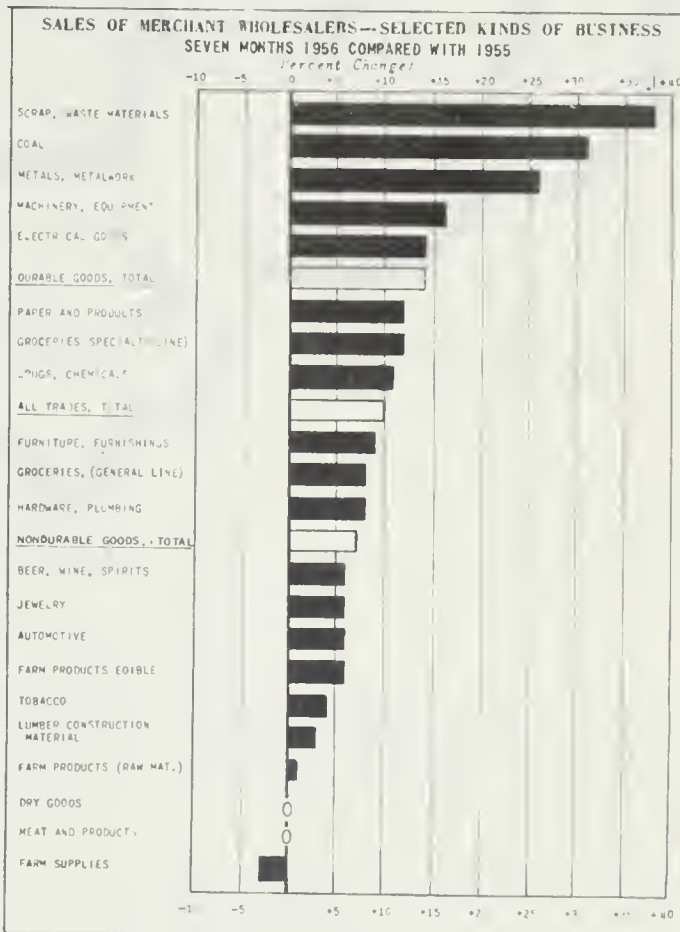
Sales

July 1956 sales of merchant wholesalers were down 6 percent from June but were 8 percent higher than July sales a year ago. Cumulative sales for the first 7 months of 1956 were 10 percent higher than sales in the comparable period of 1955.

Durable goods trades, in total, showed a 9 percent decline below June sales, while nondurable goods reported a somewhat smaller decrease (4%). Both trade groups indicated the same increase (8%) compared with sales a year ago. However, in comparing 7 months 1956 sales with 1955, the durable goods trades noted the larger gain (14%) compared with an increase of 7 percent indicated by the nondurable goods trades.

Farm products (raw materials) merchants, contrary to other wholesalers, reported a sharp increase (19%) over June sales and a decline of 5 percent from July sales a year ago. Five other trades indicated small increases (from 1 to 4 percent) over the previous month but each noted higher sales than a year ago. Motor vehicle distributors reported a 26 percent decline below June sales and were also 8 percent below July 1955. Iron and steel scrap dealers--undoubtedly affected by the steel strike--reported the sharpest decline (32%) from previous month sales but were up 5 percent over last July. For the first time since December 1954, iron and steel scrap dealers did not reflect the principal gain over year-ago sales. Iron and steel products distributors, up 23 percent, and nonferrous materials distributors, with an increase of 32 percent, recorded the largest gains over July 1955 sales. Other significant year-ago gains were noted by fresh fruit and vegetable wholesalers (19%), industrial chemical wholesalers (19%), clothing and furnishings wholesalers (18%), professional equipment and supply houses (19%), and surgical and medical supply houses (22%).

The West North Central Division, up 6 percent over June sales, showed the only increase over the previous month but indicated no change from July sales a year ago. All other divisions indicated sales declines below June but noted gains over last year. The Middle Atlantic Division reported the largest decrease (11%) below June but noted an increase of 8 percent over July 1955. The West South Central Division, which experienced the smallest decline (1%) from sales a month earlier, recorded the principal gain (13%) over sales a year ago.

Inventories

Wholesalers inventories at the end of July were at the same level as a month earlier but were 11 percent above stocks on hand a year ago. The July 1956 stock-sales ratio of 122 percent was 7 points above the June ratio and 2 points above the ratio for July 1955.

Farm products (raw materials) merchants, with inventories up 42 percent since June, reported an increase much larger than their usual seasonal increase. Most trades showed only small changes from previous month inventories but other large increases were noted by iron and steel scrap dealers (9%), piece goods converters (13%), and coal wholesalers (15%). Iron and steel products distributors with inventories down (9%), fresh fruit and vegetable wholesalers down 11 percent indicated the sharpest decline from stock on hand a month earlier. Nonferrous material distributors reported the heaviest increase (40%) over year-ago inventories. Farm products (raw materials) merchants with stocks up 30 percent, and electrical equipment, supplies wholesalers, up 25 percent, also indicated large increases over July 1955 inventories.

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DESCRIPTION OF SAMPLE, TERMINOLOGY AND KINDS OF BUSINESS

Scope of the Survey.--Wholesale trade includes several types of establishments: merchant wholesalers; manufacturers sales branches and sales offices; petroleum bulk stations; assemblers of farm products; and agents, brokers and commercial merchants. This survey is limited to merchant wholesalers which constitute the major portion of the broad field of wholesale trade. However, all kinds of business in which merchant wholesalers operate are represented in this survey.

Merchant wholesalers are described in the Standard Industrial Classification Manual developed by the Federal Bureau of the Budget, as "Establishments usually known as wholesalers, merchant wholesalers or jobbers, primarily engaged in buying, taking title to, and where customary, physically storing and handling goods and selling the goods at wholesale principally to retailers and industrial and commercial users. This group also includes industrial distributors, exporters, and importers, cash-and-carry wholesalers; drop shippers, wagon distributors, etc. The establishments included in this group may perform operations on the goods incidental to the wholesale trading and delivery, such as installing equipment, and fixtures; and collecting and baling waste materials. Firms which operate retail and manufacturing establishments in addition to their wholesale establishments report only for their merchant wholesale establishments. (See page 6 for a description of each kind of business classification shown in this report.)

Sample design.--Firms reporting in the survey are part of a probability sample representing merchant wholesalers in all kinds of business. Effective with the July 1956 survey, the sample was revised to bring it up-to-date on the basis of the most recent complete Census--the 1954 Census of Business. Over 17,000 firms (about 26,000 establishments) are included in this sample which was drawn from lists of all merchant wholesalers (about 165,000 establishments) in the 1954 Census of Business. The reporting panel includes a fixed panel of about 1,400 very large firms reporting monthly and four rotating panels each containing about 3,900 smaller firms which report every fourth month.

In any given month, the total reporting panel includes about 5,300 firms. This month, about 88 percent of this number of firm submitted their reports in time for the trend tabulations. The number of establishments reporting, previously shown as a measure of coverage, will no longer be shown since the trend comparisons are based on weighted values (see below). However, information on the number of establishments reporting for a trade and the number selected in the sample will be provided on request.

The number of firms selected in the sample for each kind of business varies from 150 to 650 firms, depending upon (a) the total number of firms in the trade, (b) the distribution of firms within the trade by sales-size, (c) the degree of reliability desired in the data, and

(d) whether geographic division trends were to be shown for the trade. This sample has been designed to develop monthly dollar volume estimates of sales and inventories by kind of business with a sampling variability for each trade of approximately 5 percent at the one sigma level. The sampling variability of the percentage changes based on this sample is expected to be somewhat lower. In those kinds of business for which percentage changes are shown by geographic division, the sample chosen for the national estimates was increased by about 50 percent to provide wider representation by geographic division. In some of these trades, however, data are not shown separately for some geographic divisions because even this increase in the sample size will not provide reliable results in all geographic divisions.

Each firm selected in the sample has an assigned weight which reflects its probability of selection (or, in other terms, the number of firms in the trade which it represents in the sample). Large firms are selected with certainty, thus having a weight of one (1). Other firms are sampled at varying rates, depending upon size, with smaller firms having a lower probability of selection and thus a larger weight.

Percentage changes.--For each firm reporting, data are available for each of the three months (current, previous, and year ago) for which comparisons are made. Sales and inventory figures reported for each firm are multiplied by its weight and the results summarized to obtain percentage changes of sales and inventories and stock-sales ratios. Data in this report are not adjusted for number of days in the month nor for seasonal or price fluctuations.

Sales include sales of merchandise and receipts from repairs or other services to customers after deducting returns and allowances, and discounts. Sales of merchandise for others on a commission basis are also included. Local and State sales taxes, and Federal excise taxes are included. Sales trends shown in this report reflect the operation of firms selected in the sample which were in business in each of the three months compared.

Inventory, end-of-month represents stock, at cost value, of merchandise on hand for sale at the end of the month. Inventory trends are based on reports from only those firms which included data for all three periods compared. The number of firms reporting inventories is generally smaller than the number reporting sales. Some firms cannot submit inventory data in time for tabulation but furnish sales figures only.

Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for those firms reporting inventories in conjunction with sales. Excluded from these ratios were all firms which report "zero" inventories (e.g., drop shippers). No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.

Table 1.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS

JULY 1956

Kind of business	Sales			Inventory, end-of-month (at cost)		Stock-sales ratios (percent)		
	Percent change		7 mo. 1956 from 7 mo. 1955	Percent change, July 1956 from--		July 1956	July 1955	June 1956
	July 1956 from--			July 1956 from--				
	July 1955	June 1956		July 1955	June 1956			
United States, total.....	+8	-6	+10	+11	0	122	120	115
Grocery, confectionery, meat wholesalers.....	+10	-1	+8	+4	-2	69	71	71
General-line grocery wholesalers.....	+10	-2	+8	+7	-4	97	101	101
Voluntary groups.....	+13	+1	+11	+11	-3	85	90	90
Retailer-cooperative.....	+12	-6	+10	+16	-10	72	72	76
Nonaffiliated.....	+7	-2	+6	+4	-3	111	114	116
Specialty-line grocery wholesalers.....	+10	-2	+12	+8	+1	64	66	65
Confectionery wholesalers.....	+9	-6	+3	+9	+5	106	108	96
Meat, meat products wholesalers.....	+8	+2	0	+6	-4	25	21	28
Farm products (edible) distributors.....	+14	-6	+6	-4	-6	22	28	22
Poultry, poultry products distributors.....	0	-2	+7	-11	+3	37	45	32
Fresh fruit, vegetable wholesalers.....	+19	-7	+5	+3	-11	17	21	18
Beer, wine, distilled spirits wholesalers.....	+9	-5	+6	+6	0	114	114	109
Beer distributors.....	+10	+1	+5	+19	+7	60	51	57
Wine, distilled spirits wholesalers.....	+8	-10	+7	+3	-3	164	171	151
Drugs, chemicals, allied products wholesalers.....	+13	-7	+11	+11	+1	148	154	135
Drug wholesalers (general and specialty lines).....	+12	-5	+13	+10	+1	169	174	157
Industrial chemicals, explosives wholesalers.....	+19	-10	+9	+15	+1	99	104	88
Paint, varnish wholesalers.....	+8	-11	+5	+6	-2	132	150	124
Tobacco distributors.....	+6	0	+4	+7	0	62	62	63
Dry goods, apparel wholesalers.....	+1	-7	0	+11	+5	254	226	222
Clothing, furnishings, footwear wholesalers.....	+18	-2	+2	+16	+3	220	242	227
Dry goods wholesalers (general and specialty lines).....	-6	-7	+4	+14	+4	275	220	222
Piece goods converters.....	-10	-16	-6	-2	+13	267	219	217
Furniture, home furnishings wholesalers.....	+6	-14	+9	+8	-1	212	184	184
Furniture wholesalers.....	+7	-13	+10	+11	+1	209	210	180
Home furnishings, floor coverings wholesalers.....	+5	-14	+8	+6	-2	213	213	185
Paper, allied products wholesalers.....	+14	-7	+12	+12	-2	124	130	119
Paper wholesalers.....	+15	-6	+13	+12	-2	117	121	113
Stationery, wallpaper wholesalers.....	+9	-10	+10	+7	-2	199	235	181
Farm products merchants (raw material).....	-5	+19	+1	+30	+42	108	78	90
Automotive wholesalers.....	+9	-7	+6	+5	-1	193	204	184
Motor-vehicle distributors.....	-8	-26	-1	-4	-1	135	134	96
Automotive equipment, tire-tube wholesalers.....	+12	-2	+9	+6	-1	204	219	207
Electrical, electronic, appliance goods distributors.....	+6	-7	+14	+21	+1	160	139	147
Electric equipment, supplies wholesalers.....	+12	-8	+20	+25	+1	144	132	134
Electrical appliances, TV and radio sets and parts, and electronic parts, equipment distributors.....	0	-5	+6	+17	+2	179	147	163
Hardware, plumbing, heating goods wholesalers.....	+10	-2	+8	+5	-3	207	217	210
Hardware wholesalers.....	+10	-3	+8	+7	-2	242	255	243
Plumbing, heating goods distributors.....	+10	0	+8	+4	-3	179	189	184
Lumber, construction materials distributors.....	+3	-4	+3	+13	-1	98	86	94
Lumber, millwork wholesalers.....	-1	-7	0	+12	-1	146	125	139
Construction materials distributors.....	+7	-1	+8	+15	-2	60	54	61
Machinery, equipment, supplies distributors.....	+10	-13	+16	+15	-2	166	161	149
Air conditioning, commercial refrigeration equipment distributors.....	+7	-16	+8	+13	-4	152	136	132
Commercial machines, equipment distributors.....	+11	-10	+12	+17	-1	173	166	156
Industrial machinery, equipment, supplies houses.....	+5	-17	+19	+11	-3	144	136	128
Professional equipment, supplies houses.....	+19	+3	+11	+6	0	180	205	186
Surgical, medical, hospital supply houses.....	+22	-1	+11	+8	0	148	176	155
Service establishment equipment, supplies houses.....	+17	-10	+10	+11	-2	130	137	124
Metals, metalwork (except scrap) distributors.....	+26	-8	+26	+13	-8	145	159	144
Iron, steel and products distributors.....	+23	-4	+26	+9	-9	162	184	171
Nonferrous metals distributors.....	+32	-16	+26	+40	+2	93	84	71
Iron-steel scrap, waste materials dealers.....	+2	-25	+38	+4	+6	55	51	32
Iron-steel scrap dealers.....	+5	-32	+50	-3	+9	50	52	31
Waste materials dealers.....	-3	-10	+20	+15	+2	62	49	52
Other merchant wholesalers.....	+7	-9	+11	+7	-1	107	110	39
Amusement, sporting goods wholesalers.....	+13	+4	+10	+8	0	198	207	197
Book, periodical, newspaper wholesalers.....	+15	-1	+11	+14	+3	136	129	140
Coal wholesalers.....	+15	-18	+31	-6	+15	78	111	63
Farm supplies wholesalers.....	+17	-11	-3	+8	-1	136	147	140
Jewelry wholesalers.....	+5	-4	+6	+10	+2	342	336	277

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS

JULY 1956

Kind of business and geographic division (See map page 2)	Sales			Inventory, end-of-month (at cost)		Stock-sales ratios (percent)		
	Percent change		7 mo. 1956 from 7 mo. 1955	Percent change, July 1956 from--		July 1956	July 1955	June 1956
	July 1956 from--			July 1956 from--				
	July 1955	June 1956		July 1955	June 1956			
Merchant wholesalers, total.....	+8	-6	+10	+11	0	122	120	115
New England.....	+9	-5	+10	+11	-1	111	111	106
Middle Atlantic.....	+8	-11	+10	+11	0	115	113	102
East North Central.....	+8	-8	+12	+12	-1	121	116	112
West North Central.....	0	+6	+5	+7	+1	115	113	125
South Atlantic.....	+9	-6	+9	+13	+1	139	132	129
East South Central.....	+11	-4	+7	+17	+5	154	144	144
West South Central.....	+13	-1	+11	+13	+5	121	129	116
Mountain.....	+3	-8	+8	+11	-2	137	131	129
Pacific.....	+11	-2	+10	+10	-2	118	123	119
General-line grocery wholesalers.....	+10	-2	+8	+7	-4	97	101	101
Middle Atlantic.....	+12	-6	+8	+9	-4	103	107	103
East North Central.....	+11	-2	+9	+10	-5	89	89	94
West North Central.....	+6	+2	+9	+2	-1	87	91	92
South Atlantic.....	+5	+1	+2	+11	+4	119	118	123
East South Central.....	+14	+4	-1	+9	+1	112	115	115
West South Central.....	+13	+1	+9	-9	-11	111	127	113
Mountain.....	+11	-10	+17	+6	-5	88	93	83
Pacific.....	+10	+1	+16	+17	-5	77	76	87
Specialty-line grocery wholesalers.....	+10	-2	+12	+8	+1	64	62	65
New England.....	+13	-7	+13	+26	-10	115	101	123
Middle Atlantic.....	+13	-2	+14	+9	+4	67	67	67
East North Central.....	+7	-4	+10	+15	0	69	64	68
West North Central.....	+3	-7	+7	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	0	-1	+5	-10	-5	68	75	64
South Central.....	+4	+3	+7	+5	+9	72	81	78
Pacific.....	+14	0	+10	-4	-4	31	37	32
Fresh fruit, vegetable wholesalers.....	+19	-7	+5	+3	-11	17	21	18
New England.....	+9	+3	+10	+4	-2	48	53	49
Middle Atlantic.....	+17	-6	+3	+3	-14	8	8	9
East North Central.....	+26	-7	+5	+6	-12	12	14	14
South Atlantic.....	+22	-15	+5	+14	-8	25	31	23
South Central.....	+7	-9	+7	0	-15	26	31	27
Pacific.....	+19	0	+6	0	-12	16	20	18
Drug wholesalers (general and specialty lines).....	+12	-5	+13	+10	+1	169	174	157
New England.....	+5	-12	+10	+11	-3	140	136	130
Middle Atlantic.....	+5	-12	+9	+9	+1	190	184	165
East North Central.....	+15	-6	+15	+11	+2	156	160	141
West North Central.....	+13	+3	+10	+8	+1	150	161	145
South Atlantic.....	+19	+3	+17	+11	+2	167	178	166
East South Central.....	+17	+1	+15	+11	0	157	166	161
West South Central.....	+12	0	+15	+5	+5	231	244	220
Mountain.....	+22	-3	+15	+24	0	169	166	152
Pacific.....	+14	-3	+15	+11	-1	158	169	152
Tobacco distributors.....	+6	0	+4	+7	0	62	62	63
New England.....	+2	-4	+1	-13	-4	43	50	43
Middle Atlantic.....	+3	-4	+3	+9	+1	53	52	46
East North Central.....	+5	+1	+2	+7	-1	51	50	53
West North Central.....	+3	-1	+1	+11	+1	74	69	72
South Atlantic.....	+17	+5	+10	+11	+2	129	138	137
South Central.....	+5	0	+4	-2	-1	52	55	52
Pacific.....	+5	-2	+6	+16	+2	58	54	60
Dry goods, apparel wholesalers.....	+1	-7	0	+11	+5	254	226	222
New England.....	+9	0	+8	+10	+5	326	338	288
Middle Atlantic.....	-4	-11	-2	+8	+6	266	218	217
East North Central.....	+22	-4	+6	+14	+12	226	257	202
West North Central.....	+5	+22	+2	+19	-2	246	265	316
South Atlantic.....	+13	-4	+7	+23	+7	189	176	174
South Central.....	+14	-7	+1	+9	+8	262	272	225
Pacific.....	+3	-5	+3	+15	-4	244	207	234
Furniture, home furnishings wholesalers.....	+6	-14	+9	+8	-1	212	184	184
Middle Atlantic.....	+7	-20	+10	+8	-4	202	207	171
East North Central.....	+1	-17	+9	+6	-4	204	205	176
West North Central.....	0	-4	0	+6	-2	222	211	226
South Atlantic.....	+6	-14	+3	+3	+3	229	236	174
South Central.....	0	-6	+5	-2	+3	210	212	193
Pacific.....	+11	-5	+9	+23	0	240	224	225

See footnote at end of table.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS--Continued

JULY 1956

Kind of business and geographic division (See map page 2)	Sales			Inventory, end-of-month (at cost)		Stock-sales ratios (percent)		
	Percent change		7 mo. 1956 from 7 mo. 1955	Percent change, July 1956 from--		July 1956	July 1955	June 1956
	July 1956 from--			July 1955	June 1956			
	July 1955	June 1956						
Automotive equipment, tire-tube wholesalers.....	+12	-2	+9	+6	-1	204	219	207
Middle Atlantic.....	+10	-10	+13	+16	0	169	176	168
East North Central.....	+6	-4	+6	-5	-1	235	254	222
West North Central.....	+8	-2	+5	+1	-2	222	239	223
South Atlantic.....	+7	-9	+5	+5	-3	194	195	183
East South Central.....	+25	+8	+16	+10	-3	227	257	253
West South Central.....	+18	+5	+16	+8	-1	212	226	224
Mountain.....	+27	+18	+8	+18	-2	243	272	307
Pacific.....	+14	+4	+6	+7	+1	193	210	200
Electrical equipment, supplies wholesalers.....	+12	-8	+20	+25	+1	144	132	134
New England.....	+17	-3	+29	+38	-1	156	135	158
Middle Atlantic.....	+8	-13	+27	+23	+5	122	107	106
East North Central.....	+10	-14	+17	+30	+2	135	118	116
West North Central.....	+2	-16	+16	+20	+2	154	135	126
South Atlantic.....	+11	-6	+18	+28	-5	155	135	155
East South Central.....	+17	+6	+18	+33	+1	142	129	150
West South Central.....	+23	+5	+19	+17	0	161	170	167
Mountain.....	+4	-7	+9	+11	-3	148	146	142
Pacific.....	+19	-4	+19	+24	-1	152	145	151
Electrical appliances, electronic parts distributors.....	0	-5	+6	+17	+2	179	147	163
New England.....	+15	-1	+10	+8	+5	160	174	153
Middle Atlantic.....	0	-10	+12	+43	+9	214	131	162
East North Central.....	-1	-14	+8	+28	+1	164	119	139
West North Central.....	-13	-6	-5	+2	+3	216	178	195
South Atlantic.....	-3	+14	+3	+15	+1	167	144	183
East South Central.....	+4	+2	-1	0	-3	178	184	187
West South Central.....	+1	+1	0	-8	-3	206	226	216
Pacific.....	+8	-6	+5	+18	+3	159	123	144
Hardware wholesalers.....	+10	-3	+8	+7	-2	242	255	243
New England.....	+11	-14	+8	+8	-4	262	277	238
Middle Atlantic.....	+18	-15	+12	+9	-2	233	265	212
East North Central.....	+16	+1	+9	+7	-4	212	233	227
West North Central.....	+12	-3	+6	+8	-3	275	285	272
South Atlantic.....	+3	-2	+7	+12	+6	257	229	226
East South Central.....	0	-2	+5	+3	-3	252	244	263
West South Central.....	+1	+2	+8	+6	-4	255	255	267
Mountain.....	+6	-1	+8	+4	-6	265	271	286
Pacific.....	+17	+1	+7	+6	-1	221	255	235
Plumbing, heating goods wholesalers.....	+10	0	+8	+4	-3	179	189	184
New England.....	+21	+10	+11	+13	-1	149	157	175
Middle Atlantic.....	+9	+35	+12	+2	-4	182	198	144
East North Central.....	+8	+1	+15	+5	-3	172	177	182
West North Central.....	0	+8	+1	+6	0	237	221	258
South Atlantic.....	+9	-3	+5	+3	-4	153	157	150
South Central.....	+16	-2	-1	+7	-4	163	193	163
Pacific.....	-1	-17	+1	+5	-4	193	182	157
Lumber, construction materials dealers.....	+3	-4	+3	+13	-1	98	86	96
New England.....	+4	-2	-3	+25	-4	87	62	85
Middle Atlantic.....	+1	-8	+4	+2	-5	91	89	88
East North Central.....	+9	+1	+5	+19	0	111	96	112
West North Central.....	+3	-11	-1	+9	-3	114	110	106
South Atlantic.....	+8	-4	+7	+31	-5	62	47	66
South Central.....	+22	-3	-5	+17	-2	152	133	161
Pacific.....	-6	-8	+4	+4	0	43	40	33
Industrial machinery, equipment, supplies distributors.....	+5	-17	+19	+11	-3	144	136	128
New England.....	+18	-12	+22	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+4	-28	+18	+30	0	144	100	103
East North Central.....	+2	-16	+19	+6	-3	168	150	146
West North Central.....	+3	-21	+13	-3	-3	138	154	125
South Atlantic.....	+15	-5	+21	+17	-1	141	138	137
South Central.....	+6	-9	+25	+5	-2	130	131	123
Mountain.....	-8	-33	+8	+11	-6	168	134	142
Pacific.....	+18	-7	+13	+6	-4	141	187	153

x Insufficient data to show separately.

DESCRIPTION OF KINDS OF BUSINESS

All kinds of business in which merchant wholesalers operate are represented in this survey. The kinds of business shown in this report parallel broad classifications used in the 1954 Census of Business covering wholesale trade. Each establishment in this survey has been assigned a kind-of-business classification based upon its trade designation and an analysis of its annual 1954 sales by commodity lines as reported in the 1954 Census of Business. A description of each kind of business classification in this report is given below.

Grocery, confectionery, meat wholesalers

General-line grocery wholesalers.--Merchant wholesale establishments handling a general line of dry groceries and processed foods usually sold in retail grocery stores, such as canned foods, flour, sugar, coffee, tea and spices, as well as such nonfood items as household chemicals, soaps and detergents, paper products, brooms, brushes, etc. Voluntary group wholesalers, retailer-cooperative warehouses, and cash-and-carry depots are included, as well as nonaffiliated general-line grocery wholesalers.

Specialty-line grocery wholesalers.--This classification includes two general types of merchant wholesale establishments: Those handling a combination of grocery items, no one item predominating, but not a sufficiently broad line of commodities to be classified as "general line"; and those primarily engaged in selling specialized lines of groceries and related products, such as canned foods; coffee, tea, and spices; dairy products; dried fruits and nuts; frosted and frozen foods; fish and seafood; bakery products; packaged breakfast cereals; flour; cooking oils and shortening; and soft drinks.

Confectionery wholesalers.--Merchant wholesale establishments primarily engaged in selling candy, chewing gum, popcorn, potato chips, salted nuts, fountain fruits and syrups, and related items. Cigars, cigarettes, and other products are also frequently handled as secondary lines.

Meat, meat products wholesalers.--Merchant wholesale establishments primarily engaged in selling fresh, frozen, cured or processed (but not canned) meats, lard, and other edible meat products. Secondary lines such as butter, cheese, eggs, dressed poultry, vegetable shortening, and canned meats are frequently handled.

Farm products (edible) distributors

Poultry, poultry products distributors.--Merchant wholesale establishments primarily engaged in selling live or dressed poultry, eggs, and related products. Establishments primarily engaged in dressing poultry are considered manufacturers.

Fresh fruit, vegetable wholesalers.--Merchant wholesale establishments primarily engaged in selling fresh fruits, vegetables, berries, melons, and related items.

Beer, wine, distilled spirits wholesalers

Beer distributors.--Merchant wholesale establishments primarily engaged in selling beer, ale, porter, stout and other fermented malt liquors. Soft drinks, confectionery, tobacco, wines, and spirits are frequently handled as secondary lines.

Wine, distilled spirits wholesalers.--Merchant wholesale establishments primarily engaged in selling wines, whiskey, gin, rum, brandy, and other spirits, including neutral spirits and ethyl alcohol used in blending. Merchants who bottle and sell wines and distilled spirits manufactured in bulk by others, liquor departments of drug wholesalers, and State-operated wholesale outlets are included. State depots primarily engaged in supplying State liquor stores, however, are not included in Wholesale Trade.

Drugs, chemicals, allied products wholesalersDrug wholesalers (general and specialty lines)

General-line drug wholesalers (not shown separately).--Merchant wholesale establishments engaged in selling a full line of drugs, pharmaceuticals, proprietary medicines, druggists rubber goods, cosmetics, toiletries, drug sundries, and related merchandise. Cooperatives and voluntary group wholesalers handling a full line of drugs are also included in this classification. Liquor departments of drug wholesalers, however, are included with "wines and distilled spirits wholesalers."

Specialty-line drug wholesalers (not shown separately).--Merchant wholesale establishments primarily engaged in selling proprietary medicines, toilet preparations, and articles such as perfumes, cosmetics, powders, shaving preparations, toilet soap, dentifrices, combs, brushes, mirrors, medical glass, bandages, rubber goods, and antiseptics.

Industrial chemicals, explosives distributors.--Merchant wholesale establishments primarily engaged in selling such industrial and heavy chemicals as coal-tar chemicals, plastics, compressed and liquefied gases (except LP gas), acids, ammonia, soda, industrial alcohols, explosives, dyestuffs, naval stores, etc. Concerns primarily engaged in selling pyrotechnics and ammunition for small arms are included in "Amusement and sporting goods wholesalers."

Paint, varnish wholesalers.--Merchant wholesale establishments primarily engaged in selling paints, varnishes, lacquers, enamels, calcimines, shellac, and stains. Glass, wallpaper, painters supplies, oils, chemicals, and related products are frequently handled as secondary lines.

Tobacco distributors

Tobacco distributors.--Merchant wholesale establishments primarily engaged in selling manufactured tobacco products such as cigars, cigarettes, chewing and smoking tobacco, and snuff. Confectionery, smokers articles, razor blades, playing cards, etc., are frequently handled as secondary lines.

Dry goods, apparel wholesalers

Clothing, furnishings, footwear wholesalers.--Merchant wholesale establishments primarily engaged in selling men's, boys' clothing, and furnishings (including suits, coats, overcoats, work clothing, hats and caps, shirts, ties, and underwear); women's, children's clothing, furnishings, and accessories (including suits, dresses, and skirts); furs and fur clothing; millinery, millinery supplies; shoes and other footwear; work clothing; and related lines.

Dry goods, apparel wholesalers--ContinuedDry goods wholesalers (general and specialty lines)

General-line dry goods wholesalers (not shown separately).--Merchant wholesale establishments engaged in selling a diversified combination of lines usually sold in retail dry goods and general merchandise stores, including piece goods, home furnishings, work clothing, dresses, infants' wear notions, and hosiery. Men's and women's clothing, furnishings, and millinery frequently constitute secondary lines.

Specialty-line dry goods wholesalers (not shown separately).--Merchant wholesale establishments primarily engaged in selling hosiery, underwear, piece goods, knit and lace goods, fancy linen and needlework and notions (thread, tapes, needles, pins, buttons, hair accessories, zippers, and shoe laces.)

Piece goods converters.--Merchant wholesale establishments which purchase textiles in the gray or unfinished form, have them dyed and/or finished by others, usually on a contract basis, and sell to the cutting-up trade, garment makers, wholesalers, or retailers. Converters operating bleaching, dyeing, and finishing plants are not considered as merchant wholesalers.

Furniture, home furnishings wholesalers

Furniture (household, office) wholesalers.--Merchant wholesale establishments primarily engaged in selling home or office furniture--wooden, metal or other.

Home furnishings, floor coverings wholesalers.--Merchant wholesale establishments primarily engaged in selling household china, glassware, and earthenware; floor coverings (carpets, rugs, linoleums, etc.); antique home furnishings; and miscellaneous home furnishings such as brooms, brushes, curtains, draperies, pictures and picture frames, window shades, kitchen utensils, phonograph records, and musical instruments.

Paper, allied products wholesalers

Paper wholesalers.--Merchant wholesale establishments primarily engaged in selling wrapping paper and other coarse paper; fine paper (writing papers, reproduction paper stock, cover, text, thin, and other fine papers); newsprint and book paper; paperboard; and converted paper products such as bags, boxes, cups, dishes, towels, napkins, tissues, and bottle caps.

Stationery, wallpaper wholesalers.--Merchant wholesale establishments primarily engaged in selling commercial and social stationery, including envelopes, type-writer and mimeograph paper in cut sizes, file cards and folders; and office supplies such as pens, pencils, writing inks, carbon paper, paper clips, type-writer ribbons, greeting cards, and erasers; and embossed and printed wallpaper for use in covering or decorating interior walls and ceilings.

Farm products (raw materials) merchants

Farm products (raw materials) merchants.--Merchant wholesale establishments primarily engaged in selling cotton, grain, hides, skins, raw furs, livestock, leaf tobacco, wool, mohair, horses and mules, and other inedible products such as broomcorn, moss, hair, feathers, bristles, and fibers. This classification includes merchants (including terminal elevators) primarily engaged in selling raw farm products in marketing centers. Dealers buying such products direct from farmers and assembling them at local production points are classified as "assemblers" and not included here.

Automotive wholesalers

Motor-vehicle distributors.--Merchant wholesale establishments primarily engaged in selling new and used passenger automobiles and similar motor vehicles, road-type trucks, truck-tractors, buses, trailers, and semitrailers to dealers or to fleet operators, industrial accounts, and to commercial users. Dealers in road-type trucks, truck-tractors, and truck-trailers are included here on the basis of kind-of-goods sold.

Automotive equipment, tire-tube wholesalers.--Merchant wholesale establishments--frequently referred to as jobbers in this trade--primarily engaged in selling automotive equipment, accessories, parts, tires, tubes, and garage equipment and tools.

Electrical, electronic, and appliance goods distributors

Electrical equipment, supplies wholesalers.--Merchant wholesale establishments selling a general line of electrical goods such as electrical equipment and apparatus; wiring supplies and construction materials; lighting fixtures and lamps; radio and television sets and accessories; electric refrigerators and other electrical appliances and specialties; and electronic parts and equipment; and those primarily engaged in selling such electrical equipment and apparatus; wiring supplies and construction materials, and lighting fixtures and lamps, as conduits and fittings, interior wires and cables, wiring devices, safety switches, poles, crossarms, pole-line hardware, outside wires and cables, residential, commercial, and industrial lighting fixtures, and incandescent and fluorescent lamps. Establishments specializing in the sale of electrical prime movers and other electrical power equipment for the generation, transmission, or utilization of electric energy are also included.

Electrical appliances, radio and TV sets and parts, and electronic parts, equipment distributors.--Merchant wholesale establishments primarily engaged in selling such electrical appliances and specialties as radio and television sets, dish washers, electric refrigerators, electric ranges, washing machines, ironers, radio and television parts and accessories, home freezers, sewing machines, hot water heaters, electric irons, percolators, clocks, hotplates, vacuum cleaners, etc., and electronic tubes, electronic replacement parts and accessories, and transmission and sound equipment.

Hardware, plumbing, heating goods wholesalers

Hardware wholesalers.--Merchant wholesale establishments selling a general line of merchandise sufficiently broad to service retail hardware stores and the hardware departments of other outlets--general-line hardware wholesalers; and establishments primarily engaged in selling builders hardware, heavy hardware, shelf or light hardware, and hardware specialties such as tools, cutlery, bolts, nuts, rivets, screws, padlocks, keys, and the like--specialty-line hardware wholesalers.

Hardware, plumbing, heating goods wholesalers--Continued

Plumbing, heating goods distributors.--Merchant wholesale establishments primarily engaged in selling plumbing and heating equipment and supplies such as plumbing fixtures, including sanitary ware; steam and hot water heating boilers, radiators, parts, and fittings; stoves, ranges, furnaces, and other types of heating apparatus (except electric); oil burners; gas appliances and supplies; plumbing pipe, valves, and fittings; and plumbers brass goods.

Lumber, construction materials distributors

Lumber, millwork wholesalers.--Merchant wholesale establishments primarily engaged in selling lumber and millwork such as rough, dressed, and finished lumber; sheathing, siding, flooring, shingles, plywood, veneers, doors, sashes, frames, interior woodwork and trim.

Construction materials distributors.--Merchant wholesale establishments primarily engaged in selling such construction materials as brick, tile, and terra cotta; cement, lime, and plaster; building glass; sand, gravel, and crushed stone; ready-mixed concrete; roofing, siding, and insulation; and stone, slate, concrete products, and building board.

Machinery, equipment, supplies distributors

Air conditioning, commercial refrigeration equipment distributors.--Merchant wholesale establishments primarily engaged in selling commercial refrigeration equipment (including electric) such as refrigerators, display cases, freezers, dispensers, water coolers, food locker equipment; and those selling air conditioning and ventilating equipment and supplies, including fans, blowers, and accessories. Establishments specializing in the sale of commercial refrigeration components and accessories are also included in this classification.

Commercial machines, equipment distributors.--Merchant wholesale establishments primarily engaged in selling office machines and equipment (except furniture) such as adding machines, typewriters, addressing, duplicating, sealing, computing, stapling, accounting, and statistical machines; restaurant and hotel equipment such as coffee urns, steam tables, china, glassware, silverware, linens, and related items; store machines and fixtures such as display fixtures, show racks, pricing equipment, cash registers, scales, meat slicers and grinders, coffee grinders, etc.; and such related equipment as florists' supplies, theater supplies and equipment, and parking meters. Establishments primarily engaged in selling to users are included, as well as those selling to dealers.

Industrial machinery, equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling machinery, equipment, and supplies to manufacturing and mining concerns. Included here are establishments selling industrial machinery; industrial belting, hose, and packing; machine tools, mine and mill supplies; oil well and oil refining supplies; printing machinery and supplies; industrial rope, cordage, and twine; industrial materials, handling equipment; power transmission equipment; and machinery and equipment for such industries as food products, woodworking, shoe manufacturing, tanning, textile, and paper and pulp.

Professional equipment, supplies houses.--Merchant wholesale establishments primarily engaged in selling dental supplies (chairs, sterilizers, cabinets, instruments, dental gold and alloys, waxes, teeth, and the like); religious supplies (church goods and religious articles such as statuary, vestments, fonts, candles, religious pictures, calendars, literature, etc.); school equipment and supplies (desks, blackboards, chalk, rulers, wall and globe maps, etc.); optical goods; surgical, medical, hospital supplies, and equipment; artists supplies; engineering instruments and supplies; and supplies for other professions.

Surgical, medical, hospital supplies houses.--Merchant wholesale establishments primarily engaged in selling surgical and medical instruments; doctors apparatus and equipment; orthopedic appliances; artificial limbs; operating room and other hospital equipment; X-ray machines and accessories and other scientific instruments used by physicians and in hospitals.

Service establishment equipment, supplies houses.--Merchant wholesale establishments primarily engaged in selling barber and beauty supplies; laundry, dry cleaning equipment, supplies (washing, drying, ironing, and pressing machines, laundry soaps and chemicals; dry cleaning fluids, marking equipment, etc.); shoe service supplies and equipment; undertakers supplies (caskets, burial vaults, burial garments, embalming chemicals and preparations, and other morticians and funeral equipment); upholsterers supplies (fabrics, leather and fillings, and other types of supplies used in the upholstery trade); and miscellaneous service equipment, such as janitors' supplies, furriers' supplies, bootblack's supplies, and hat cleaners' supplies.

Machinery, equipment, supplies distributors--Continued

Other machinery, equipment, supplies houses (not shown separately in accompanying table).--Merchant wholesale establishments primarily engaged in selling (a) transportation equipment such as aircraft and aeronautical equipment, supplies; railroad equipment, supplies; marine equipment, supplies; and other transportation equipment and supplies; (b) construction machinery, equipment such as road building machinery, excavating and dredging machinery, derricks, cranes, hoists, and winches; and related construction equipment as pneumatic drills, concrete construction clamps and forms, scaffolding, chutes, and wheelbarrows--but not construction materials, and (c) farm-garden machinery, equipment (including tractors) used in the preparation and maintenance of the soil, the planting and harvesting of crops, and other operations and processes pertaining to agriculture; dairy machinery and equipment, such as milking machines and cream separators; poultry equipment, such as incubators, brooders, and feeders, and irrigation equipment.

Metals, metalwork (except scrap) distributors

Iron, steel, and products distributors.--Merchant wholesale establishments usually referred to as steel warehouses--primarily engaged in selling iron and steel products such as semifinished forms and shapes, plates, sheets, strips, bars, structural shapes, piling, nails, tubular products, wire products, forgings and castings. Steel warehouses of firms operating steelworks and rolling mills are also included here.

Nonferrous metals distributors.--Merchant wholesale establishments primarily engaged in selling nonferrous metals and metalwork such as aluminum, copper, tin, brass, lead, and zinc.

Iron-steel scrap, waste materials dealers

Iron-steel scrap dealers.--Merchant wholesale establishments primarily engaged in assembling, breaking up, sorting, and selling all forms of iron and steel scrap.

Waste materials dealers.--Merchant wholesale establishments primarily engaged in assembling, sorting, and selling such waste materials as nonferrous scrap metals, waste paper, rags, wiping cloths, textile wastes, scrap rubber, and other waste and salvage materials. Scrap iron and steel may be handled as secondary lines.

Other merchant wholesalers

Amusement, sporting goods wholesalers.--Merchant wholesale establishments primarily engaged in selling cameras and photographic goods (cameras, parts, and accessories, projection apparatus, enlargers, developing and printing room apparatus and accessories, sensitized unexposed photographic supplies and equipment); sporting goods (toys, games, novelties, fireworks, bicycles, sporting goods, and athletic goods); and other recreation goods such as playground equipment, billiard and bowling equipment and supplies; and hobby goods.

Book, periodical, newspaper wholesalers.--Merchant wholesale establishments primarily engaged in selling books, magazines, periodicals, newspapers, and related items.

Coal wholesalers.--Merchant wholesale establishments primarily engaged in selling bituminous coal, anthracite coal, and coke. This includes firms with coal yards as well as those selling goods shipped directly from mine to customer.

Farm supplies wholesalers.--Merchant wholesale establishments primarily engaged in selling mixed and other feeds; fertilizers, fertilizer materials, and agricultural chemicals; seeds (farm, garden, and flower); and miscellaneous farm supplies such as hay, straw, and alfalfa.

Jewelry wholesalers.--Merchant wholesale establishments primarily engaged in selling a general or specialty line of jewelry such as clocks and watches; precious stones and metals; watch materials, jewelers supplies; costume jewelry; and miscellaneous items such as silverware, plated ware, medals, trophies, semi-precious stones, and insignia.

Merchant wholesalers, n.e.c.--(Not shown separately in the accompanying table.) Merchant wholesale establishments primarily engaged in selling petroleum products, cut flowers and potted plants; forest products except lumber; inedible oils and fats; textiles and materials other than dry goods; industrial yarns; crude rubber; ores; sponges; artificial leather; wood pulp; artificial flowers; and products not elsewhere classified; and establishments handling a line of merchandise too broad to be included in any of the classifications outlined above.

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MONTHLY

WHOLESALE TRADE REPORT

U. S. DEPARTMENT OF COMMERCE

Sinclair Weeks, Secretary

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OCT 1 1956

UNIVERSITY OF ILLINOIS

AUGUST 1956

FOR RELEASE

OCTOBER 10, 1956

SALES AND INVENTORIES

Sales

August 1956 sales of merchant wholesalers were up 11 percent above July and were also 8 percent higher than in August a year ago. Cumulative sales for the first eight months of 1956 were 9 percent higher than sales in the comparable period of 1955.

Durable goods trades, in total, showed a 9 percent increase over July sales and a 5 percent gain over a year ago. Nondurable goods reported somewhat larger increases, 12 percent over the previous month and 10 percent above last August.

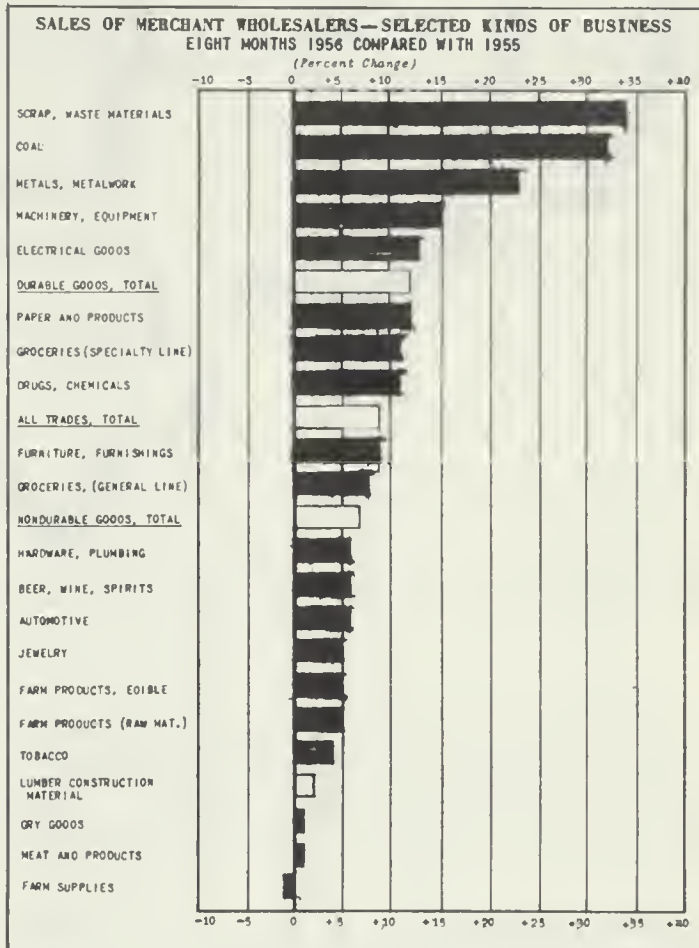
Almost all trades reported increased sales over July as well as a year ago. Clothing, furnishings, footwear wholesalers, registered the principal increase (45%) over July sales. Large gains were also noted by iron and steel scrap dealers (41%), farm products (raw materials) merchants (34%), jewelry wholesalers (31%), dry goods wholesalers (29%), piece goods wholesalers (27%), furniture wholesalers (22%), coal wholesalers (21%), and home furnishings wholesalers (20%). Declines were reported in only three trades--iron, steel and products distributors (7%), air conditioning and commercial refrigeration equipment distributors (9%), and fresh fruit and vegetable distributors (14%). Most large gains over year-ago sales were experienced by wholesalers of nondurable goods such as coal (37%), farm products (raw materials) (28%), stationery, wallpaper (15%), amusement, sporting goods (13%), farm supplies (12%), meat and meat products (11%), and clothing, furnishings, footwear (11%). However, significant gains were also made by professional equipment, supplies distributors (18%), nonferrous metals distributors (12%), automotive equipment wholesalers (11%) and furniture, home furnishings wholesalers (11%).

For all geographic divisions August 1956 sales were higher than in July 1956 or in August 1955. The East South Central Division, reflecting largely the trend of farm products merchants (raw materials), indicated the principal increase over the previous month (22%) as well as a year ago (21%).

Inventories

Wholesalers inventories at the end of August were slightly (1%) above July 31 stock but were 12 percent above stocks on hand a year ago. The August 1956 stock-sales ratio of 118 percent was 11 points below the July ratio but 5 points above the ratio of these same firms for August 1955.

Most trades reported August 31 inventories slightly below July 31 levels. Farm products (raw materials) merchants, whose inventories rose 42 percent between June and July indicated another large increase (24%) between July and August. Coal wholesalers also showed an increase of 24 percent over July 31 stock. Farm products merchants reported the principal increase over year-ago inventories--45 percent. Other large increases were noted by electrical goods distributors (20%), nonferrous metals distributors (21%) and specialty-line grocery wholesalers (28%).



By geographic division August inventories showed relatively small changes from the previous month. However, substantial increases over year-ago inventories were reported in all geographic divisions except New England which showed no change. The East South Central Division with stocks up 24 percent, reflected the sharpest increase.

General

Data shown in this report are based on a new probability sample representative of all merchant wholesalers in the country. Effective with the July 1956 survey, the Bureau revised the sample of merchant wholesalers to bring it up-to-date on the basis of the most recent complete Census--the 1954 Census of Business. A description of the revised sample is included on page 2.

Each month, approximately one week prior to the publication of this report, an advance release is issued containing percentage changes in sales and inventories and stock-sales ratios for most trades covered by this report. This advance release is available upon request.



DESCRIPTION OF SAMPLE, TERMINOLOGY AND KINDS OF BUSINESS

Scope of the Survey.--Wholesale trade includes several types of establishments: merchant wholesalers; manufacturers sales branches and sales offices; petroleum bulk stations; assemblers of farm products; and agents, brokers and commercial merchants. This survey is limited to merchant wholesalers which constitute the major portion of the broad field of wholesale trade. However, all kinds of business in which merchant wholesalers operate are represented in this survey.

Merchant wholesalers are described in the Standard Industrial Classification Manual developed by the Federal Bureau of the Budget, as "Establishments usually known as wholesalers, merchant wholesalers or jobbers, primarily engaged in buying, taking title to, and where customary, physically storing and handling goods and selling the goods at wholesale principally to retailers and industrial and commercial users. This group also includes industrial distributors, exporters, and importers, cash-and-carry wholesalers; drop shippers, wagon distributors, etc. The establishments included in this group may perform operations on the goods incidental to the wholesale trading and delivery, such as installing equipment, and fixtures; and collecting and baling waste materials. Firms which operate retail and manufacturing establishments in addition to their wholesale establishments report only for their merchant wholesale establishments. A description of each kind of business classification shown in this report (which was included in the July 1956 issue), is available on request.

Sample design.--Firms reporting in the survey are part of a probability sample representing merchant wholesalers in all kinds of business. Effective with the July 1956 survey, the sample was revised to bring it up-to-date on the basis of the most recent complete Census--the 1954 Census of Business. Over 17,000 firms (about 26,000 establishments) are included in this sample which was drawn from lists of all merchant wholesalers (about 165,000 establishments) in the 1954 Census of Business. The reporting panel includes a fixed panel of about 1,400 very large firms reporting monthly and four rotating panels each containing about 3,900 smaller firms which report every fourth month.

In any given month, the total reporting panel includes about 5,300 firms. This month, about 88 percent of this number of firm submitted their reports in time for the trend tabulations. The number of establishments reporting, previously shown as a measure of coverage, will no longer be shown since the trend comparisons are based on weighted values (see below). However, information on the number of establishments reporting for a trade and the number selected in the sample will be provided on request.

The number of firms selected in the sample for each kind of business varies from 150 to 650 firms, depending upon (a) the total number of firms in the trade, (b) the distribution of firms within the trade by sales-size, (c) the degree of reliability desired in the data, and

(d) whether geographic division trends were to be shown for the trade. This sample has been designed to develop monthly dollar volume estimates of sales and inventories by kind of business with a sampling variability for each trade of approximately 5 percent at the one sigma level. The sampling variability of the percentage changes based on this sample is expected to be somewhat lower. In those kinds of business for which percentage changes are shown by geographic division, the sample chosen for the national estimates was increased by about 50 percent to provide wider representation by geographic division. In some of these trades, however, data are not shown separately for some geographic divisions because even this increase in the sample size will not provide reliable results in all geographic divisions.

Each firm selected in the sample has an assigned weight which reflects its probability of selection (or, in other terms, the number of firms in the trade which it represents in the sample). Large firms are selected with certainty, thus having a weight of one (1). Other firms are sampled at varying rates, depending upon size, with smaller firms having a lower probability of selection and thus a larger weight.

Percentage changes.--For each firm reporting, data are available for each of the three months (current, previous, and year ago) for which comparisons are made. Sales and inventory figures reported for each firm are multiplied by its weight and the results summarized to obtain percentage changes of sales and inventories and stock-sales ratios. Data in this report are not adjusted for number of days in the month nor for seasonal or price fluctuations.

Sales include sales of merchandise and receipts from repairs or other services to customers after deducting returns and allowances, and discounts. Sales of merchandise for others on a commission basis are also included. Local and State sales taxes, and Federal excise taxes are included. Sales trends shown in this report reflect the operation of firms selected in the sample which were in business in each of the three months compared.

Inventory, end-of-month represents stock, at cost value, of merchandise on hand for sale at the end of the month. Inventory trends are based on reports from only those firms which included data for all three periods compared. The number of firms reporting inventories is generally smaller than the number reporting sales. Some firms cannot submit inventory data in time for tabulation but furnish sales figures only.

Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for those firms reporting inventories in conjunction with sales. Excluded from these ratios were all firms which report "zero" inventories (e.g., drop shippers). No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.

Table 1.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS

AUGUST 1956

Kind of business	Sale			Inventory, end-of-month (at cost)		Stock-sales ratios (percent)		
	Percent change		8 mo. 1956 from 8 mo. 1955	Percent change, August 1956 from--		August 1956	August 1955	July 1955
	August 1956 from--			August 1956 from--				
	August 1955	July 1956		August 1955	July 1956			
Merchant wholesalers, total.....	+8	+11	+9	+12	+1	118	113	129
Durable goods, total.....	+5	+9	+12	+10	-1	146	137	159
Automotive wholesalers.....	+7	+8	+6	+5	-1	158	159	171
Motor-vehicle distributors.....	-6	+8	-1	+5	-3	85	78	94
Automotive equipment, tire-tube wholesalers.....	+11	+8	+9	+5	-1	177	181	192
Electrical, electronics, appliance distributors.....	+5	+	+13	+20	-1	148	130	158
Electrical apparatus, supplies distributors.....	+9	+3	+19	+20	-2	131	121	138
Elect. appliances, TV, radio sets, electronic parts, distrs....	0	+11	+5	+20	+1	169	140	186
Furniture, home furnishings wholesalers.....	+11	+21	+9	+6	-3	160	171	201
Furniture wholesalers.....	+11	+22	+10	+7	-3	155	165	192
Home furnishings, floor coverings wholesalers.....	+11	+20	+9	+6	-3	153	177	209
Hardware, plumbing--heating goods wholesalers.....	0	+8	+6	+4	-1	197	188	216
Hardware wholesalers.....	+1	+7	+7	+4	0	220	212	236
Plumbing, heating equipment, supplies distributors.....	-2	+9	+6	+4	-1	175	166	197
Lumber, construction materials distributors.....	+1	+10	+2	+13	-3	87	83	95
Lumber, millwork wholesalers.....	-1	+10	0	+15	-2	103	86	111
Construction materials distributors.....	+2	+9	+7	+8	-3	72	79	81
Machinery, equipment, supplies distributors.....	+8	+8	+15	+13	0	157	148	169
Air conditioning, comm. refrigeration equip., distrs.....	+2	-9	+7	+7	-7	131	129	134
Commercial machines, equipment distributors.....	+6	+5	+12	+3	-1	172	177	176
Industrial machinery, equipment, supplies distributors.....	+4	+10	+17	+10	+1	140	133	151
Professional equipment, supplies distributors.....	+18	+12	+12	+9	+1	145	164	169
Surgical, medical, hospital supply houses.....	+19	+6	+12	+9	-3	103	127	124
Service establishment supply houses.....	+8	+12	+10	+1	0	144	156	166
Metals, metalwork (except scrap) distributors.....	+7	-4	+23	+6	-4	172	155	171
Iron, steel and products distributors.....	+5	-7	+23	+5	-4	201	181	193
Nonferrous metals distributors.....	+12	+5	+24	+21	+1	71	63	76
Scrap, waste materials dealers.....	+7	+31	+34	+12	+2	59	54	74
Iron, steel scrap dealers.....	+9	+41	+44	+12	+6	50	48	64
Waste materials dealers.....	+5	+19	+17	+12	-1	73	63	90
Jewelry wholesalers.....	-1	+31	+5	+6	0	190	192	247
Nondurable goods, total.....	+10	+12	+7	+14	+4	96	93	104
Grocery, confectionery, meat wholesalers.....	+9	+7	+8	+14	0	76	74	81
General-line grocery wholesalers.....	+9	+7	+8	+6	-1	94	97	102
Voluntary groups.....	+10	+3	+11	+2	-2	86	93	91
Retailer-cooperative.....	+17	+9	+11	+14	+1	81	85	87
Nonaffiliated.....	+5	+9	+5	+6	-2	105	105	117
Specialty-line grocery wholesalers.....	+8	+5	+11	+28	+2	84	74	86
Confectionery wholesalers.....	+8	+10	+4	0	0	63	65	68
Meat, meat products wholesalers.....	+11	+10	+1	+6	-3	20	19	22
Farm products (edible) distributors.....	+6	-9	+5	+6	-4	23	22	21
Poultry, poultry products distributors.....	+6	+4	+7	+5	-1	24	22	25
Fresh fruit, vegetable wholesalers.....	+6	-14	+5	+7	-6	22	22	19
Beer, wine, distilled spirits wholesalers.....	+6	+7	+6	+2	-2	91	95	101
Beer, ale distributors.....	+5	+2	+5	+2	-6	48	48	52
Wine, distilled spirits wholesalers.....	+6	+12	+7	+1	0	138	150	163
Drugs, chemicals, allied products wholesalers.....	+6	+9	+11	+9	+1	130	126	142
Drug wholesalers (general and specialty lines).....	+7	+11	+12	+8	+3	144	142	158
Industrial chemicals, explosives wholesalers.....	+5	+7	+9	+16	-4	95	86	105
Paint, varnish wholesalers.....	+3	+5	+5	+2	0	160	165	166
Tobacco distributors.....	+9	+9	+4	+2	+2	54	57	58
Dry goods, apparel wholesalers.....	+6	+34	+1	+5	-1	175	170	237
Clothing, furnishings, footwear wholesalers.....	+11	+45	+3	+6	-1	159	171	252
Dry goods wholesalers (general and specialty lines).....	+7	+29	+5	+3	-3	169	164	226
Piece goods converters.....	-5	+27	-6	+7	+2	220	185	243
Paper, allied products wholesalers.....	+10	+13	+12	+8	-1	113	120	131
Paper wholesalers.....	+9	+14	+12	+8	-2	108	115	126
Stationery, wallpaper wholesalers.....	+15	+10	+11	+11	+4	166	171	174
Farm products merchants (raw materials).....	+28	+34	+5	+45	+24	129	116	160
Other nondurable goods wholesalers.....	+8	+13	+10	+15	+5	99	93	103
Amusement, sporting goods distributors.....	+13	+16	+11	+12	-3	148	145	174
Book, magazine, newspaper wholesalers.....	+8	+5	+11	+17	+3	125	113	130
Coal wholesalers.....	+37	+21	+32	+3	+24	58	85	56
Farm supplies wholesalers.....	+12	+15	-2	+6	+8	122	142	130

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS

AUGUST 1956

Kind of business and geographic division (See map page 2)	Sales			Inventory, end- of-month (at cost)		Stock-sales ratios (percent)		
	Percent change		8 mo. 1956 from 8 mo. 1955	Percent change, August 1956 from--		August 1956	August 1955	July 195
	August 1956 from--			August 1956 from--				
	August 1955	July 1956		August 1955	July 1956			
Merchant wholesalers, total.....	+8	+11	+9	+12	+1	118	113	129
New England.....	+4	+10	+9	0	-1	97	108	108
Middle Atlantic.....	+8	+11	+10	+11	+1	114	108	122
East North Central.....	+6	+11	+11	+13	+1	111	104	121
West North Central.....	+3	+12	+4	+11	+4	130	123	140
South Atlantic.....	+5	+9	+9	+10	+3	126	119	134
East South Central.....	+21	+22	+9	+24	+5	116	119	141
West South Central.....	+17	+6	+11	+13	+2	132	134	144
Mountain.....	+14	+6	+8	+6	0	118	127	125
Pacific.....	+7	+8	+9	+17	-2	125	115	139
General-line grocery wholesalers.....	+9	+7	+8	+6	-1	94	97	102
Middle Atlantic.....	+4	+11	+8	+11	-2	116	112	135
East North Central.....	+9	+8	+9	+11	-1	91	91	103
West North Central.....	+6	+5	+8	-2	-1	82	88	86
South Atlantic.....	+9	+6	+3	+3	-3	105	111	115
East South Central.....	+6	+8	0	+2	-2	105	106	115
West South Central.....	+14	+14	+9	+9	+3	94	97	104
Mountain.....	+17	+5	+17	+8	+3	109	115	111
Pacific.....	+14	+8	+15	+6	-2	78	82	81
Specialty-line grocery wholesalers.....	+8	+5	+11	+28	+2	84	74	86
New England.....	-4	+14	+11	-12	-1	95	141	106
Middle Atlantic.....	+6	+6	+13	+42	+4	65	52	65
East North Central.....	+3	+4	+8	+13	+5	102	91	101
West North Central.....	+7	+1	+7	-8	+1	71	69	71
South Atlantic.....	+18	+7	+7	+17	+2	81	87	80
South Central.....	+9	+9	+7	+28	-3	85	72	95
Pacific.....	+14	+3	+10	+41	-5	90	61	97
Fresh fruit, vegetable wholesalers.....	+6	-14	+5	+7	-6	22	22	19
New England.....	+16	-26	+11	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	-3	-13	+2	+5	-13	9	8	8
East North Central.....	+14	-16	+6	+12	-1	19	20	16
West North Central.....	+2	-18	+1	-2	-7	27	28	26
South Atlantic.....	+9	-7	+5	+15	-17	24	23	30
South Central.....	+13	+1	+7	+14	+10	17	14	16
Pacific.....	-4	-16	+5	+5	+12	55	49	42
Drug wholesalers (general and specialty lines).....	+7	+11	+12	+8	+3	144	142	158
New England.....	+2	+5	+9	+11	+3	181	172	181
Middle Atlantic.....	-2	+15	+7	-1	+5	122	114	137
East North Central.....	+6	+12	+14	+4	+2	138	152	158
West North Central.....	+14	+9	+11	+15	+5	129	129	134
South Atlantic.....	+11	+11	+17	+10	0	158	161	177
East South Central.....	+5	+9	+13	+6	+5	177	174	187
West South Central.....	+15	+17	+15	+7	+2	172	187	201
Mountain.....	+19	+13	+16	+28	-1	183	171	210
Pacific.....	+17	+6	+15	+18	+2	133	123	138
Tobacco distributors.....	+9	+9	+4	+2	+2	54	57	58
New England.....	+8	+5	+3	-1	0	56	62	59
Middle Atlantic.....	+12	+12	+5	0	-1	55	62	61
East North Central.....	+6	+9	+2	+3	+3	45	45	51
West North Central.....	-6	0	0	+2	+1	67	66	69
South Atlantic.....	+15	+12	+10	+7	-3	48	51	55
South Central.....	+13	+10	+5	0	+4	50	56	53
Pacific.....	+8	+11	+6	+16	+14	80	71	79
Dry goods, apparel wholesalers.....	+6	+34	+1	+5	-1	175	170	237
New England.....	+9	+56	+8	+1	-2	151	154	220
Middle Atlantic.....	+5	+28	-1	+3	+1	176	166	218
East North Central.....	+5	+34	+6	-4	+2	233	264	305
West North Central.....	+4	+41	+2	+17	-12	173	160	291
South Atlantic.....	+5	+49	+7	+6	-1	170	169	283
South Central.....	+10	+53	+3	+8	-5	184	201	291
Pacific.....	+13	+35	+4	+15	+3	168	168	229
Furniture, home furnishings wholesalers.....	+11	+21	+9	+6	-3	160	171	201
Middle Atlantic.....	+9	+23	+10	+6	0	165	167	200
East North Central.....	+5	+16	+8	+10	0	160	158	181
West North Central.....	+2	+9	0	+2	-8	207	213	243
South Atlantic.....	+17	+25	+7	-3	-2	169	206	230
South Central.....	+7	+26	+8	+11	-2	185	207	243
Pacific.....	+8	+20	+9	+4	-8	111	120	166

See footnote at end of table.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS--Continued

AUGUST 1956

Kind of business and geographic division (See map page 2)	Sales			Inventory, end- of-month (at cost)		Stock-sales ratios (percent)		
	Percent change		8 mo. 1956 from 8 mo. 1955					
	August 1956 from--			Percent change, August 1956 from--		August 1956	August 1955	July 1956
	August 1955	July 1956		August 1955	July 1956			
Automotive equipment, tire-tube wholesalers.....	+11	+8	+9	+5	-1	177	181	192
New England.....	+7	-2	+7	+8	0	136	136	138
Middle Atlantic.....	+13	+10	+13	+3	-5	182	181	191
East North Central.....	+9	+11	+6	0	-2	161	165	178
West North Central.....	+7	+13	+5	-1	+4	217	212	213
South Atlantic.....	+2	+1	+5	+3	+1	189	205	202
East South Central.....	+11	+6	+15	+18	+1	250	241	258
West South Central.....	+31	+7	+17	+10	-1	214	255	231
Mountain.....	+5	+7	+7	+5	+2	241	236	254
Pacific.....	+13	+16	+7	+4	-2	175	187	205
Electrical equipment, supplies wholesalers.....	+9	+3	+19	+20	-2	131	121	138
New England.....	+18	-2	+28	+33	-1	110	96	110
Middle Atlantic.....	+12	+4	+25	+14	-4	109	111	117
East North Central.....	-2	0	+14	+23	+1	142	115	143
West North Central.....	-9	-4	+13	+13	-9	145	116	151
South Atlantic.....	+8	+5	+16	+17	-2	146	137	157
East South Central.....	+16	0	+17	+22	-10	120	113	133
West South Central.....	+40	+9	+21	+36	+3	134	137	141
Mountain.....	+30	+30	+13	+3	-1	140	159	171
Pacific.....	+13	+2	+18	+19	-4	130	124	137
Electrical appliances, electronic parts distributors.....	0	+11	+5	+20	+1	169	140	186
New England.....	0	+5	+9	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+7	+4	+12	+35	-1	160	125	165
East North Central.....	-7	+13	+6	+19	+2	178	142	194
West North Central.....	+9	+19	-2	+30	+3	197	168	230
South Atlantic.....	-7	+17	+2	+11	-1	182	145	203
East South Central.....	-2	+7	-2	+9	+1	189	174	207
West South Central.....	-1	+9	0	+6	-3	195	172	219
Pacific.....	+4	+12	+5	+15	+3	152	138	172
Hardware wholesalers.....	+1	+7	+7	+4	0	220	212	236
Middle Atlantic.....	-1	+3	+10	+3	-2	226	215	239
East North Central.....	+5	+11	+8	+6	+1	219	205	239
West North Central.....	+1	+17	+5	+1	-2	227	228	274
South Atlantic.....	+6	+7	+7	+3	0	257	265	274
East South Central.....	-4	+6	+4	+6	0	244	220	257
West South Central.....	-2	+3	+7	+5	+1	250	235	264
Pacific.....	-1	+1	+5	+3	-1	210	211	215
Plumbing, heating goods wholesalers.....	-2	+9	+6	+4	-1	175	166	197
New England.....	0	+11	+9	-2	+1	160	163	182
Middle Atlantic.....	+1	+9	+10	+1	0	175	175	199
East North Central.....	-2	+10	+12	+6	-2	177	163	198
West North Central.....	-16	+1	-2	+4	-3	202	156	211
South Atlantic.....	-3	+6	+4	+4	-3	203	188	221
South Central.....	-9	+3	-2	+1	-2	185	158	189
Pacific.....	+6	+12	+2	+12	+1	108	131	148
Lumber, construction materials dealers.....	+1	+10	+2	+13	-3	87	83	95
New England.....	+18	+11	+1	+13	+14	50	43	43
Middle Atlantic.....	+6	+9	+4	-2	-7	60	63	71
East North Central.....	+3	+7	+5	+11	-5	95	87	98
West North Central.....	-14	+12	-3	+11	0	126	123	146
South Atlantic.....	-6	+4	+4	+11	-8	64	54	73
South Central.....	0	+15	-4	+17	0	115	139	133
Pacific.....	+2	+13	+3	+21	-1	97	84	107
Industrial machinery, equipment, supplies distributors.....	+4	+10	+17	+10	+1	140	133	151
New England.....	-2	+3	+12	+8	-2	182	127	178
Middle Atlantic.....	+12	+12	+17	+14	+1	180	165	191
East North Central.....	+11	+8	+18	+8	+1	106	110	116
West North Central.....	-4	+14	+10	-1	-4	97	92	127
South Atlantic.....	+3	+21	+20	+13	+3	108	96	119
South Central.....	+3	+9	+21	+8	+2	134	126	143
Mountain.....	+11	+19	+9	+8	-1	148	170	207
Pacific.....	-9	+6	+9	+7	+1	181	173	184

x Insufficient data to show separately.

COMM. 28.

MONTHLY WHOLESALE TRADE REPORT

U. S. DEPARTMENT OF COMMERCE
Statistik Weeka, Secretary

BUREAU OF THE CENSUS
Robert W. Buryan, Director

SEPTEMBER 1956

FOR RELEASE
NOVEMBER 9, 1956

SALES AND INVENTORIES

Sales

September 1956 sales of merchant wholesalers, contrary to their usual seasonal pattern, dropped 7 percent below August 1956 sales but were only slightly (1%) below September sales a year ago. Third quarter sales were 5 percent higher in 1956 than in 1955, well below the 10 percent gains over a year ago shown during the first and second quarters of 1956. For the first 9 months of 1956, sales were 8 percent higher than in the comparable period of 1955.

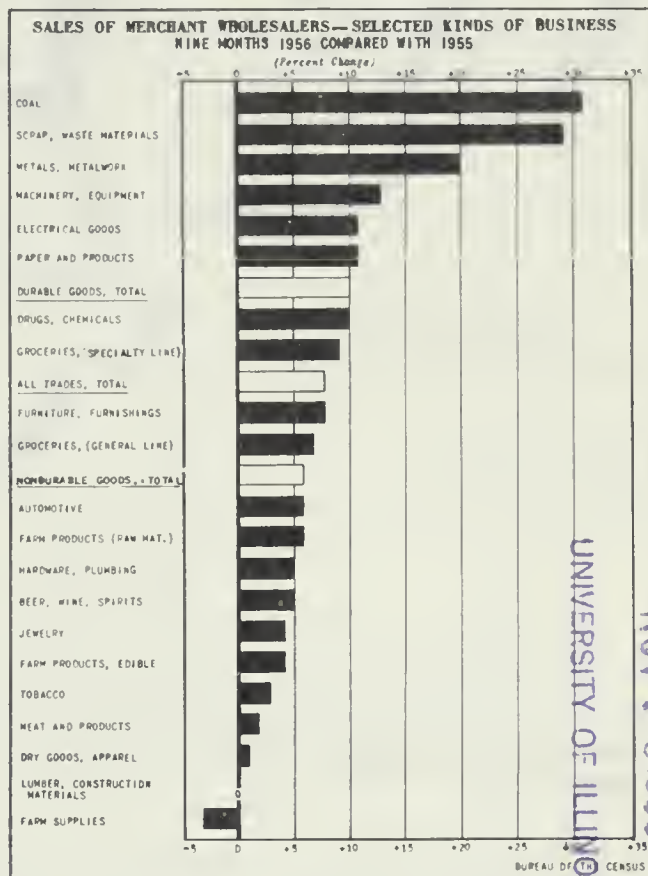
Durable goods trades, in total, and nondurable goods trades reflected the same decline (7%) from August 1956 sales. Compared with a year ago, nondurable goods trades showed no change, while durable goods trades were down 2 percent. However, for the 9 month period, durable goods trades were up 10 percent above sales a year ago compared to a 6 percent gain for nondurable goods trades.

Almost all trades reported September sales lower than in the previous month. Beer wholesalers, with sales off 26 percent, indicated the sharpest decline. Other large declines were experienced by lumber, millwork wholesalers (20%), fresh fruit, vegetable wholesalers (19%), air conditioning, commercial refrigeration distributors (16%), tobacco distributors (14%) and clothing, furnishings wholesalers (14%). Jewelry wholesalers indicated an increase of 8 percent over August sales, somewhat smaller than the usual gain for this trade. Iron and steel scrap dealers, who had reported a 41 percent increase in sales between July and August, noted a slight (1%) increase in September.

Compared with sales a year ago, coal wholesalers, up 24 percent, and iron and steel scrap dealers, up 16 percent, indicated the most substantial gains. Drug wholesalers, automotive equipment wholesalers, book, magazine, newspaper wholesalers, amusement, sporting goods wholesalers and stationery, wallpaper wholesalers, reported moderate gains of 5 to 10 percent. Sharp declines from September 1955 sales were reported by lumber and millwork wholesalers (18%), waste materials dealers (18%), piece goods converters (13%), and motor-vehicle distributors (12%). Third quarter 1956 sales in each of these trades were from 6 to 9 percent below their year ago levels. With the exception of waste materials dealers, these trades also reported lower sales for the 9 month period. Waste materials dealers, reflecting sharp gains during the first and second quarters, reported a 9 month sales increase of 12 percent.

Inventories

Wholesalers inventories at the end of September rose 2 percent above their August 31 level but were up 12 percent above stocks on hand a year ago. The September 1956 stock-sales ratio of 129 points higher than the stock-sales ratio for September 1955.

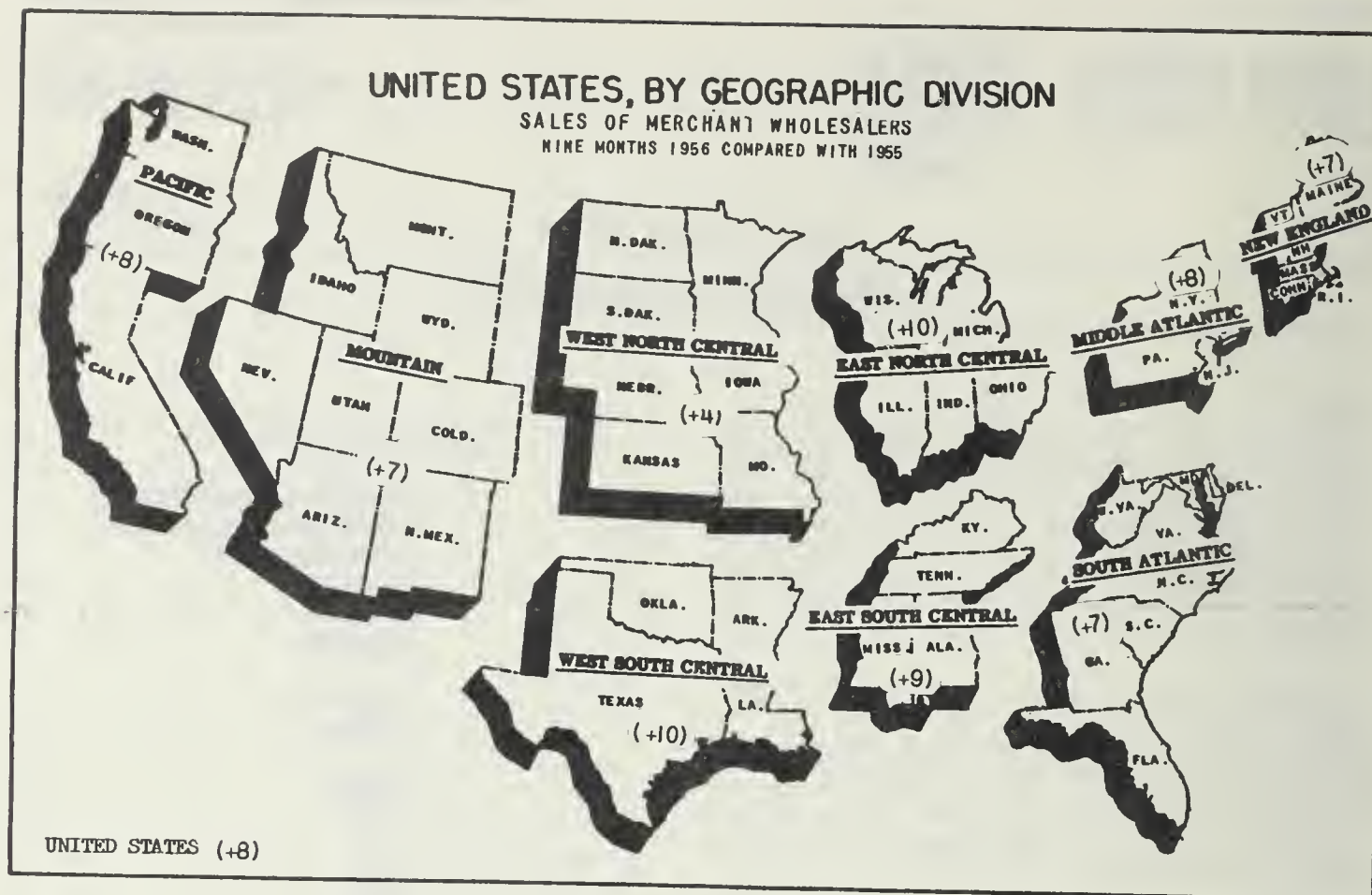


Coal wholesalers, with September 30 inventories up 16 percent over the previous month and 36 percent above last September, reported the principal increases over both periods. Farm products (raw materials) merchants, fresh fruit and vegetable wholesalers, scrap and waste materials dealers and electrical goods distributors also reported significant increases over both periods.

General

Data shown in this report are based on a new probability sample representative of all merchant wholesalers in the country. Effective with the July 1956 survey, the Bureau revised the sample of merchant wholesalers to bring it up-to-date on the basis of the most recent complete Census--the 1954 Census of Business. A description of the revised sample is included on page 2.

Each month, approximately one week prior to the publication of this report, an advance release is issued containing percentage changes in sales and inventories and stock-sales ratios for most trades covered by this report. This advance release is available upon request.



DESCRIPTION OF SAMPLE, TERMINOLOGY AND KINDS OF BUSINESS

Scope of the Survey.--Wholesale trade includes several types of establishments: merchant wholesalers; manufacturers sales branches and sales offices; petroleum bulk stations; assemblers of farm products; and agents, brokers and commercial merchants. This survey is limited to merchant wholesalers which constitute the major portion of the broad field of wholesale trade. However, all kinds of business in which merchant wholesalers operate are represented in this survey.

Merchant wholesalers are described in the Standard Industrial Classification Manual developed by the Federal Bureau of the Budget, as "Establishments usually known as wholesalers, merchant wholesalers or jobbers, primarily engaged in buying, taking title to, and where customary, physically storing and handling goods and selling the goods at wholesale principally to retailers and industrial and commercial users. This group also includes industrial distributors, exporters, and importers, cash-and-carry wholesalers; drop shippers, wagon distributors, etc. The establishments included in this report (which was included in this July 1956 issue), is available on request.

Sample design.--Firms reporting in the survey are part of a probability sample representing merchant wholesalers in all kinds of business. Effective with the July 1956 survey, the sample was revised to bring it up-to-date on the basis of the most recent complete Census--the 1954 Census of Business. Over 17,000 firms (about 26,000 establishments) are included in this sample which was drawn from lists of all merchant wholesalers (about 165,000 establishments) in the 1954 Census of Business. The reporting panel includes a fixed panel of about 1,400 very large firms reporting monthly and four rotating panels each containing about 3,900 smaller firms which report every fourth month.

In any given month, the total reporting panel includes about 5,300 firms. This month, about 90 percent of this number of firms submitted their reports in time for the trend tabulations. The number of establishments reporting, previously shown as a measure of coverage, will no longer be shown since the trend comparisons are based on weighted values (see below). However, information on the number of establishments reporting for a trade and the number selected in the sample will be provided on request.

The number of firms selected in the sample for each kind of business varies from 150 to 650 firms, depending upon (a) the total number of firms in the trade, (b) the distribution of firms within the trade by sales-size, (c) the degree of reliability desired in the data, and

(d) whether geographic division trends were to be shown for the trade. This sample has been designed to develop monthly dollar volume estimates of sales and inventories by kind of business with a sampling variability for each trade of approximately 5 percent at the one sigma level. The sampling variability of the percentage changes based on this sample is expected to be somewhat lower. In those kinds of business for which percentage changes are shown by geographic division, the sample chosen for the national estimates was increased by about 50 percent to provide wider representation by geographic division. In some of these trades, however, data are not shown separately for some geographic divisions because even this increase in the sample size will not provide reliable results in all geographic divisions.

Each firm selected in the sample has an assigned weight which reflects its probability of selection (or, in other terms, the number of firms in the trade which it represents in the sample). Large firms are selected with certainty, thus having a weight of one (1). Other firms are sampled at varying rates, depending upon size, with smaller firms having a lower probability of selection and thus a larger weight.

Percentage changes.--For each firm reporting, data are available for each of the three months (current, previous, and year ago) for which comparisons are made. Sales and inventory figures reported for each firm are multiplied by its weight and the results summarized to obtain percentage changes of sales and inventories and stock-sales ratios. Data in this report are not adjusted for number of days in the month nor for seasonal or price fluctuations.

Sales include sales of merchandise and receipts from repairs or other services to customers after deducting returns and allowances, and discounts. Sales of merchandise for others on a commission basis are also included. Local and State sales taxes, and Federal excise taxes are included. Sales trends shown in this report reflect the operation of firms selected in the sample which were in business in each of the three months compared.

Inventory, end-of-month represents stock, at cost value, of merchandise on hand for sale at the end of the month. Inventory trends are based on reports from only those firms which included data for all three periods compared. The number of firms reporting inventories is generally smaller than the number reporting sales. Some firms cannot submit inventory data in time for tabulation but furnish sales figures only.

Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for those firms reporting inventories in conjunction with sales. Excluded from these ratios were all firms which report "zero" inventories (e.g., drop shippers). No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.

Table 1.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS

SEPTEMBER 1956

Kind of business	Sales			Inventory, end-of-month (at cost)		Stock-sales ratios		
	Percent change		(percent)					
	September 1956 from--		9 mo. 1956 from 9 mo. 1955	Percent change Sept. 1956 from--		September 1956	September 1955	August 1956
	September 1955	August 1956		September 1955	August 1956			
MERCHANT WHOLESALERS, TOTAL.....	-1	-7	+8	+12	+2	129	114	117
Durable goods, total.....	-2	-7	+10	+13	+2	157	136	144
Automotive wholesalers.....	+2	-7	+6	+6	0	184	180	172
Motor-vehicle distributors.....	-12	-10	-2	+13	-1	135	108	124
Automotive equipment, tire-tube wholesalers.....	+5	-6	+8	+5	0	194	196	184
Electrical, electronics, appliance distributors.....	-1	-4	+11	+27	+4	146	112	131
Electrical apparatus, supplies distributors.....	-1	-5	+16	+22	+4	136	110	124
Electrical appliances, TV, radio sets, electronic parts, distributors.....	-1	-3	+5	+32	+5	157	115	144
Furniture, home furnishings wholesalers.....	-1	-2	+8	+4	0	173	170	174
Furniture wholesalers.....	-2	-4	+8	+8	-2	158	155	153
Home furnishings, floor coverings wholesalers.....	0	-1	+7	+3	+1	180	181	174
Hardware, plumbing-heating goods wholesalers.....	-4	-4	+5	+6	-1	205	184	198
Hardware wholesalers.....	-6	-3	+5	+5	-2	227	201	223
Plumbing, heating equipment, supplies distributors.....	-3	-4	+5	+6	0	185	168	173
Lumber, construction materials distributors.....	-13	-14	0	+10	-1	105	86	93
Lumber, millwork wholesalers.....	-18	-20	-2	+6	0	115	87	97
Construction materials distributors.....	-6	-7	+5	+15	-1	96	84	88
Machinery, equipment, supplies distributors.....	+2	-11	+13	+14	+1	175	158	155
Air conditioning, commercial refrigeration equipment, distributors.....	0	-16	+6	+7	-1	139	129	125
Commercial machines, equipment distributors.....	+1	-2	+10	+11	0	180	160	170
Industrial machinery, equipment, supplies distributors.....	0	-12	+15	+13	+4	165	147	138
Professional equipment, supplies distributors.....	+2	-5	+10	+9	-1	179	173	171
Surgical, medical, hospital supply houses.....	+3	0	+11	+7	+1	206	203	191
Service establishment supply houses.....	+2	-1	+9	+9	-1	130	125	128
Metals, metalwork (except scrap) distributors.....	-3	-6	+20	+12	+4	167	140	148
Iron, steel and products distributors.....	-2	-6	+20	+11	+5	190	165	170
Nonferrous metals distributors.....	-5	-6	+20	+21	-2	96	63	79
Scrap, waste materials dealers.....	+1	-1	+29	+15	+7	65	51	59
Iron, steel scrap dealers.....	+16	+1	+41	+10	+4	48	47	48
Waste materials dealers.....	-18	-5	+12	+19	+10	90	56	75
Jewelry wholesalers.....	-3	+8	+4	+3	+8	226	199	229
Nondurable goods, total.....	0	-7	+6	+11	+2	105	95	94
Grocery, confectionery, meat wholesalers.....	-2	-7	+7	+8	+1	76	70	70
General-line grocery wholesalers.....	+1	-5	+7	+6	+4	102	99	95
Voluntary groups.....	+5	-3	+10	+5	+3	98	99	92
Retailer-cooperative.....	+3	-4	+10	+13	+3	93	86	86
Nonaffiliated.....	-2	-7	+5	+4	+5	112	105	102
Specialty-line grocery wholesalers.....	-6	-12	+9	+15	-4	69	57	63
Confectionery wholesalers.....	+6	-4	+1	+5	-2	71	69	68
Meat, meat products wholesalers.....	+3	-7	+2	+1	-2	22	21	19
Farm products (edible) distributors.....	-6	-15	+4	+8	+9	30	25	23
Poultry, poultry products distributors.....	-6	-7	+5	+9	+6	28	24	24
Fresh fruit, vegetable wholesalers.....	-6	-19	+4	+8	+11	31	26	22
Beer, wine, distilled spirits wholesalers.....	-5	-15	+5	0	+3	116	108	97
Beer, ale distributors.....	-5	-26	+4	+15	0	67	56	50
Wine, distilled spirits wholesalers.....	-5	-4	+5	-4	+4	157	150	147
Drugs, chemicals, allied products wholesalers.....	+2	-3	+10	+8	+1	*128	*120	*121
Drug wholesalers (general and specialty lines).....	+5	-2	+12	+8	+2	*143	*138	*133
Industrial chemicals, explosives wholesalers.....	-4	-3	+7	+9	-1	88	76	85
Paint, varnish wholesalers.....	-1	-3	+4	+5	+1	142	135	138
Tobacco distributors.....	-5	-14	+3	+4	-1	67	64	53
Dry goods, apparel wholesalers.....	-4	-8	+1	+8	-1	*182	*160	*175
Clothing, furnishings, footwear wholesalers.....	+1	-14	+3	+14	-1	208	178	184
Dry goods wholesalers (general and specialty lines).....	-4	-6	+4	+7	-3	139	124	140
Piece goods converters.....	-13	-2	-7	+1	+1	242	216	249
Paper, allied products wholesalers.....	+2	-6	+11	+12	+2	102	93	94
Paper wholesalers.....	+1	-6	+11	+12	+2	98	89	91
Stationery, wallpaper wholesalers.....	+10	-5	+11	+12	+1	129	126	121
Farm products (raw materials) merchants.....	+7	-4	+6	+31	+9	173	137	145
Other nondurable goods wholesalers.....	+9	-2	+10	+8	0	104	104	104
Amusement, sporting goods wholesalers.....	+10	-3	+11	+12	-2	154	158	156
Book, magazine, newspaper wholesalers.....	+7	-2	+10	+4	-4	150	158	160
Coal wholesalers.....	+24	-1	+31	+36	+14	131	128	140
Farm supplies wholesalers.....	*-5	-5	-3	+6	+6	89	75	75

* Revised since advance release issued November 1, 1956.

Table 2.--CUMULATIVE SALES TRENDS OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS
First Three Quarters 1956 Compared With 1955

Kind of business	Percentage change in cumulative sales 1956 compared with 1955				
	1st quarter	2nd quarter	6 months	3rd quarter	9 months
MERCHANT WHOLESALERS, TOTAL	+10	+10	+10	+5	+8
Durable goods, total	+17	+13	+14	+3	+10
Automotive wholesalers.....	+7	+4	+5	+6	+6
Motor-vehicle distributors.....	+8	-7	0	-8	-2
Automotive equipment, tire-tube wholesalers.....	+7	+9	+8	+9	+8
Electrical, electronics, appliance distributors.....	+13	+18	+15	+3	+11
Electrical apparatus, supplies distributors.....	+19	+24	+22	+6	+16
Electrical appliances, TV, radio sets, electronic parts, distributors.....	+6	+9	+7	0	+5
Furniture, home furnishings wholesalers.....	+11	+8	+9	+5	+8
Furniture wholesalers.....	+12	+8	+10	+5	+8
Home furnishings, floor coverings wholesalers.....	+10	+8	+9	+5	+7
Hardware, plumbing-heating goods wholesalers.....	+6	+8	+7	+1	+5
Hardware wholesalers.....	+9	+6	+7	+1	+3
Plumbing, heating equipment, supplies distributors.....	+4	+11	+7	+1	+5
Lumber, construction materials distributors.....	+5	+1	+3	-4	0
Lumber, millwork wholesalers.....	+3	-1	0	-7	-2
Construction materials distributors.....	+11	+6	+8	+1	+5
Machinery, equipment, supplies distributors.....	+19	+15	+17	+6	+13
Air conditioning, commercial refrigeration equipment, distributors.....	+7	+9	+8	+3	+6
Commercial machines, equipment distributors.....	+12	+13	+13	+5	+10
Industrial machinery, equipment, supplies distributors.....	+23	+20	+21	+3	+15
Professional equipment, supplies distributors.....	+13	+8	+10	+10	+10
Surgical, medical, hospital supply houses.....	+11	+8	+9	+16	+11
Service establishment supply houses.....	+13	+6	+9	+8	+9
Metals, metalwork (except scrap) distributors.....	+32	+21	+26	+8	+20
Iron, steel and products distributors.....	+33	+21	+27	+8	+20
Nonferrous metals distributors.....	+31	+20	+25	+10	+20
Scrap, waste materials dealers.....	+56	+35	+45	+3	+29
Iron, steel scrap dealers.....	+69	+48	+57	+10	+41
Waste materials dealers.....	+36	+13	+24	-6	+12
Jewelry wholesalers.....	+4	+8	+6	+1	+4
Nondurable goods, total	+6	+7	+7	+5	+6
Grocery, confectionery, meat wholesalers.....	+7	+7	+7	+6	+7
General-line grocery wholesalers.....	+7	+8	+8	+6	+7
Voluntary groups.....	+10	+11	+11	+8	+10
Retailer-cooperative.....	+8	+13	+10	+10	+10
Nonaffiliated.....	+6	+5	+5	+4	+5
Specialty-line grocery wholesalers.....	+12	+9	+11	+6	+9
Confectionery wholesalers.....	+5	0	+2	0	+1
Meat, meat products wholesalers.....	-2	-1	-2	+8	+2
Farm products (edible) distributors.....	+6	+4	+5	+5	+4
Poultry, poultry products distributors.....	+10	+7	+7	0	+5
Fresh fruit, vegetable wholesalers.....	-1	+5	+2	+7	+4
Beer, wine, distilled spirits wholesalers.....	+7	+5	+6	+4	+5
Beer, ale distributors.....	+5	+3	+4	+4	+4
Wine, distilled spirits wholesalers.....	+8	+6	+7	+3	+5
Drugs, chemicals, allied products wholesalers.....	+11	+11	+11	+7	+10
Drug wholesalers (general and specialty lines).....	+12	+15	+13	+8	+12
Industrial chemicals, explosives wholesalers.....	+9	+8	+8	+5	+7
Paint, varnish wholesalers.....	+8	+1	+4	+4	+4
Tobacco distributors.....	+5	+2	+3	+3	+3
Dry goods, apparel wholesalers.....	+2	-1	0	+1	+1
Clothing, furnishings, footwear wholesalers.....	+2	-2	0	+10	+3
Dry goods wholesalers (general and specialty lines).....	+5	+7	+6	0	+4
Piece goods converters.....	-1	-11	-6	-9	-7
Paper, allied products wholesalers.....	+14	+11	+12	+8	+11
Paper wholesalers.....	+14	+11	+13	+8	+11
Stationery, wallpaper wholesalers.....	+11	+11	+11	+7	+9
Farm products (raw materials) merchants.....	-7	+13	+2	+11	+6
Other nondurable goods wholesalers.....	+10	+15	+11	+8	+10
Amusement, sporting goods wholesalers.....	+9	+10	+10	+12	+11
Book, magazine, newspaper wholesalers.....	+9	+12	+10	+10	+10
Coal wholesalers.....	+34	+31	+32	+24	+31
Farm supplies wholesalers.....	-8	-1	-5	+2	-3

Table 3.—TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS

SEPTEMBER 1956

Kind of business and geographic division (See map page 2)	Sales			Inventory, end- of-month (at cost)		Stock-sales ratios (percent)		
	Percent change		9 mo. 1956 from 9 mo. 1955	Percent change, September 1956 from--		Sept. 1956	Sept. 1955	Aug. 1956
	September 1956 from--							
	Sept. 1955	Aug. 1956		Sept. 1955	Aug. 1956			
Merchant wholesalers, total.....	-1	-7	+8	+12	+2	129	114	117
New England.....	-6	-9	+7	+11	+2	148	123	137
Middle Atlantic.....	-2	-7	+8	+8	0	115	105	105
East North Central.....	0	-7	+10	+16	+2	113	97	104
West North Central.....	-1	-10	+4	+10	+2	136	118	116
South Atlantic.....	-4	-8	+7	+13	+5	151	129	136
East South Central.....	+6	-1	+9	+19	+7	145	129	130
West South Central.....	+4	-11	+10	+7	-2	152	149	139
Mountain.....	-3	-6	+7	+9	-1	153	135	145
Pacific.....	-1	-9	+8	+15	+5	134	120	118
Automotive equipment, tire-tube wholesalers.....	+5	-6	+8	+5	0	194	196	184
New England.....	-1	0	+6	+2	+4	245	249	225
Middle Atlantic.....	+4	-3	+12	+3	-3	191	195	193
East North Central.....	+16	-2	+7	+7	0	105	115	110
West North Central.....	+1	-4	+5	+6	+4	244	232	222
South Atlantic.....	+1	-9	+4	+5	+1	185	192	176
East South Central.....	+7	-9	+13	+7	-1	229	258	209
West South Central.....	+1	-16	+16	+14	+2	268	251	218
Mountain.....	+6	-10	+7	(x)	(x)	(x)	(x)	(x)
Pacific.....	+4	-10	+7	+12	0	250	214	215
Electrical apparatus, supplies distributors.....	-1	-4	+11	+27	+4	146	112	133
New England.....	+3	+8	+26	+30	+2	140	107	150
Middle Atlantic.....	+3	0	+22	+11	+1	122	113	125
East North Central.....	-5	-9	+11	+19	+1	103	82	93
West North Central.....	+3	-7	+12	+28	+9	185	151	158
South Atlantic.....	0	-2	+15	+20	+5	153	127	143
East South Central.....	+5	-12	+16	+49	+4	207	140	170
West South Central.....	-1	-11	+19	+24	+6	200	157	168
Mountain.....	-6	-9	+9	+11	0	124	105	113
Pacific.....	+1	-4	+16	+32	+7	145	111	128
Elect. appliances, TV, radio sets, electronic parts distributors...	-1	-3	+5	+32	+5	157	115	145
New England.....	-1	+2	+8	+54	+2	124	83	118
Middle Atlantic.....	+9	+2	+11	+43	+5	157	125	147
East North Central.....	-6	-7	+4	+43	+7	174	112	158
West North Central.....	-15	-5	-4	+19	+5	169	114	148
South Atlantic.....	-5	-14	+1	+23	+2	204	154	172
East South Central.....	-6	-4	-3	+6	+5	184	129	151
West South Central.....	-3	-13	0	+25	+6	204	140	167
Pacific.....	+7	+6	+5	+40	+8	200	149	195
Furniture, home furnishings wholesalers.....	-1	-2	+8	+4	0	173	170	174
Middle Atlantic.....	-3	0	+8	+4	-1	217	195	229
East North Central.....	+2	-3	+7	+10	+3	144	133	133
West North Central.....	0	+6	0	+10	-1	169	153	183
South Atlantic.....	+2	-6	+7	-3	0	194	206	193
East South Central.....	-7	-9	+6	+10	+1	144	166	130
West South Central.....	+8	-2	+9	-2	+4	160	221	151
Hardware wholesalers.....	-6	-3	+5	+5	-2	227	201	225
Middle Atlantic.....	-11	0	+8	+7	-3	215	189	222
East North Central.....	-5	-5	+7	+12	-1	202	169	196
West North Central.....	-5	-5	+4	-5	-5	235	230	238
South Atlantic.....	-8	0	+5	+18	-2	228	173	252
East South Central.....	-6	-5	+3	+1	-1	251	229	241
West South Central.....	-6	-6	+6	+8	+2	277	242	255
Pacific.....	-2	-3	+5	+3	0	240	239	236
Plumbing, heating equipment, supplies distributors.....	-3	-4	+5	+6	0	185	168	173
New England.....	-5	+1	+6	-1	0	237	202	230
Middle Atlantic.....	-7	+1	+8	0	0	154	150	157
East North Central.....	+2	-4	+11	+9	-2	148	135	141
West North Central.....	-1	-2	-2	+17	+1	203	171	192
South Atlantic.....	-6	-8	+3	-4	-1	209	205	189
South Central.....	-2	-7	-2	+3	+2	230	216	199
Pacific.....	-8	-12	+1	+8	+3	206	169	169
Lumber, construction materials distributors.....	-13	-14	0	+10	-1	105	86	93
New England.....	-6	-12	0	+8	-6	98	88	91
Middle Atlantic.....	-16	-15	+1	+10	+2	127	96	108
East North Central.....	-8	-6	+3	+20	-3	99	79	91
West North Central.....	-26	-15	-5	-10	-5	105	85	90
South Atlantic.....	-16	-17	+2	+19	+2	178	116	152
South Central.....	+1	-8	-4	+11	+1	114	114	100
Pacific.....	-18	-19	0	+3	+5	59	52	49

x Insufficient data to show separately.

Table 3.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION FOR SELECTED KINDS OF BUSINESS--Continued

SEPTEMBER 1956

Kind of business and geographic division (See map page 2)	Sales			Inventory, end-of-month (at cost)		Stock-sales ratios (percent)		
	Percent change		9 mo. 1956 from 9 mo. 1955	Percent change, September 1956 from--		Sept. 1956	Sept. 1955	Aug. 1956
	September 1956 from--			September 1956 from--				
	Sept. 1955	Aug. 1956		Sept. 1955	Aug. 1956			
Industrial machinery, equipment, supplies distributors.....	0	-12	+15	+13	+4	165	147	138
New England.....	-11	-10	+8	+42	+2	170	96	157
Middle Atlantic.....	-14	-25	+14	+3	0	147	121	111
East North Central.....	+8	-14	+17	+16	+8	133	124	105
West North Central.....	0	-11	+9	+10	+11	202	127	153
South Atlantic.....	-8	-14	+15	+6	+4	255	194	160
South Central.....	+11	-9	+20	+8	+2	165	170	144
Mountain.....	-12	-6	+8	+22	+3	207	200	169
Pacific.....	+6	+10	+8	+9	+5	157	159	161
General-line grocery wholesalers.....	+1	-5	+7	+6	+4	102	99	95
Middle Atlantic.....	+1	-6	+7	+14	+4	100	93	98
East North Central.....	+7	+1	+8	+5	+7	99	97	93
West North Central.....	+1	-6	+8	+7	+4	91	90	86
South Atlantic.....	-4	-10	+2	+3	0	106	97	95
East South Central.....	+1	-7	0	+8	+6	114	106	95
West South Central.....	-7	-5	+8	0	-3	120	120	118
Mountain.....	-4	0	+15	+6	+8	103	101	96
Pacific.....	+4	-6	+14	+8	+3	84	79	79
Specialty-line grocery wholesalers.....	-6	-12	+9	+15	-4	69	57	63
Middle Atlantic.....	-9	-15	+10	+14	-8	55	42	50
East North Central.....	0	-15	+7	+4	-2	74	73	66
West North Central.....	-10	-16	+4	+32	-8	122	92	108
South Atlantic.....	+12	-1	+8	+11	-3	50	50	51
South Central.....	+4	-13	+6	+54	-5	55	41	57
Pacific.....	-4	-7	+9	+16	+5	78	63	66
Fresh fruit, vegetable wholesalers.....	-6	-19	+4	+8	+11	31	26	22
New England.....	-11	-20	+7	+22	+30	85	58	57
Middle Atlantic.....	-1	-26	+2	-4	+9	12	14	8
East North Central.....	-9	-21	+5	+12	+16	20	15	16
West North Central.....	-8	-5	0	+3	+8	44	36	38
South Atlantic.....	-16	-17	+3	-2	+7	17	16	13
South Central.....	-7	-10	+6	-1	0	20	15	18
Pacific.....	-5	-15	+4	0	+8	42	39	34
Drug wholesalers (general and specialty lines).....	+5	-2	+12	+8	+2	143	138	133
New England.....	0	+6	+8	-2	0	187	171	213
Middle Atlantic.....	+5	0	+7	+6	+2	106	107	93
East North Central.....	+2	+1	+13	+8	-2	139	131	145
West North Central.....	0	-7	+10	+4	+3	161	164	138
South Atlantic.....	+6	-4	+15	+8	+3	160	157	148
East South Central.....	+4	+5	+11	+12	+5	123	114	122
West South Central.....	+3	-11	+14	+11	+1	185	173	161
Mountain.....	+12	-5	+15	+14	+3	175	183	158
Pacific.....	+3	-9	+14	+13	+3	153	142	135
Tobacco distributors.....	-5	-14	+3	+4	-1	67	64	53
New England.....	-5	-12	+2	-3	-3	56	55	55
Middle Atlantic.....	-10	-19	+3	-4	-4	77	76	43
East North Central.....	+4	-11	+2	+8	-7	63	62	58
West North Central.....	-6	-8	-2	+10	+7	75	69	63
South Atlantic.....	-10	-18	+7	+12	+2	60	52	54
South Central.....	-4	-10	+4	0	-1	59	56	55
Pacific.....	-2	-15	+6	(x)	(x)	(x)	(x)	(x)
Dry goods, apparel wholesalers.....	-4	-8	+1	+8	-1	182	160	175
New England.....	-21	-12	+5	-2	+3	133	88	108
Middle Atlantic.....	-4	-7	-1	+4	-1	190	176	192
East North Central.....	-3	-11	+5	+9	-1	176	167	154
West North Central.....	+2	-14	+2	+23	-7	226	179	196
South Atlantic.....	-5	-13	+5	+14	+2	261	219	227
South Central.....	-4	-1	+1	+11	-5	131	110	130
Pacific.....	+2	-12	+4	+13	+3	149	121	131

x Insufficient data to show separately.

WHOLESALE TRADE REPORT

U. S. DEPARTMENT OF COMMERCE
THE LIBRARY OF THE
Sinclair Weeks, Secretary

DEC 1 1956

BUREAU OF THE CENSUS
Robert W. Burgess, Director

UNIVERSITY OF ILLINOIS

OCTOBER 1956

FOR RELEASE
DECEMBER 10, 1956

SALES AND INVENTORIES

Sales

Sales of merchant wholesalers, after a September decline, rose 13 percent during October 1956 and were 12 percent higher than October sales a year ago. Cumulative sales for the first ten months of 1956 were 9 percent higher than sales for the comparable period of 1955.

Durable goods trades, in total, showed a 12 percent increase over September sales and a 12 percent gain over a year ago. Nondurable goods trades reported a somewhat larger increase, 14 percent, over the previous month but noted the same gain (12%) over October 1955 sales as the durable goods trades.

Almost all trades reported increased sales over September as well as a year ago. Farm products (raw materials) merchants registered the principal increase (38%) over September sales. Large gains were also noted by wine, distilled spirits wholesalers (29%), industrial chemicals wholesalers (24%), iron, steel scrap dealers (24%), iron, steel products distributors (23%), piece goods converters (23%), jewelry wholesalers (22%), and stationery, wallpaper wholesalers (22%). Only one trade--motor-vehicle distributors--reported sales at the same level as a month earlier. Most large gains over year-ago sales were experienced by wholesalers of nondurable goods such as farm products (raw materials) (27%), coal (25%), industrial chemicals (22%) and wine, distilled spirits (20%). However, the largest gain was made by iron, steel scrap dealers (43%) while other dealers of durable goods such as iron, steel products (23%), and industrial machinery (19%) also made significant gains. Declines from year-ago sales were reported by four trades--piece goods converters (1%), motor-vehicle distributors (2%), poultry products distributors (6%), and waste materials dealers (14%), while one trade, farm supplies wholesalers--showed no change.

All geographic divisions reflected higher sales in October than in September 1956 or October 1955. The West South Central Division indicated the principal increase over the previous month (20%) as well as a year ago (22%).

Inventories

Wholesalers inventories at the end of October rose 3 percent above their September level but were 11 percent above stocks on hand a year ago. Heavier inventories were more than offset by increased sales in October. As a result, the October 1956 stock-sales ratio of 114 percent was 11 points below the September ratio and 3 points lower than the stock-sales ratio for October 1955.

While most trades reported only slight changes in inventories between September 30 and October 31, 1956, inventories in the nondurable goods trades rose more sharply than in the durable goods trades. Farm products (raw materials) merchants (20%) and fresh fruit, vegetable wholesalers (27%), indicated the sharpest increases over previous month stocks. Compared with a year ago, large increases were reported by coal



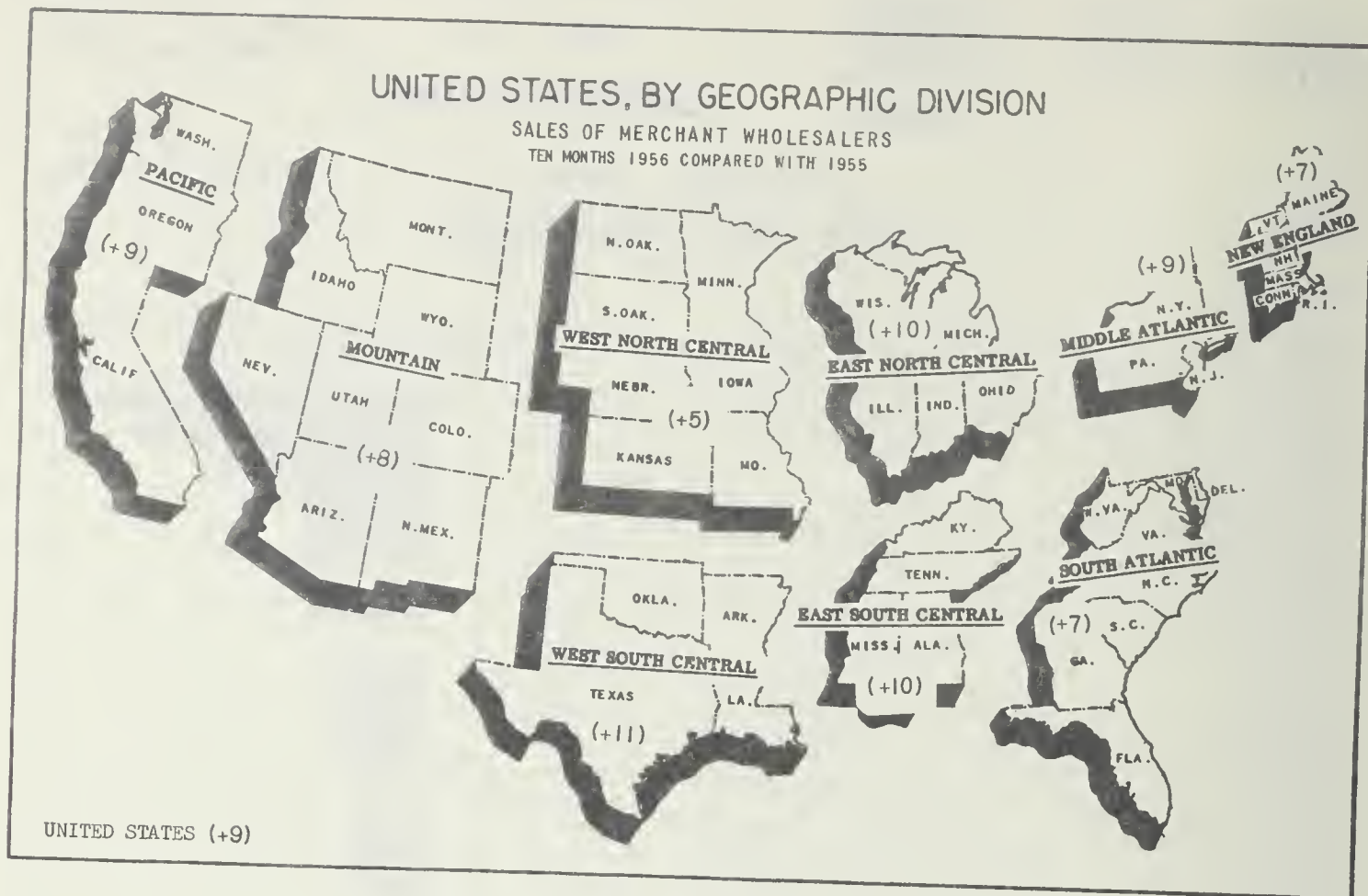
wholesalers (29%), farm products (raw materials) merchants (28%), electrical appliances distributors (23%) and industrial chemicals wholesalers (22%).

By geographic division, October 1956 inventories showed relatively small changes from the previous month, the largest being an increase of 7 percent shared by the South Atlantic and West South Central Divisions. Substantial increases over year-ago inventories were reported in most geographic divisions, the largest (18%) occurring in the East South Central and as well as in the West South Central Division.

General

Data shown in this report are based on a new probability sample representative of all merchant wholesalers in the country. Effective with the July 1956 survey, the Bureau revised the sample of merchant wholesalers to bring it up-to-date on the basis of the most recent complete Census--the 1954 Census of Business. A description of the revised sample is included on page 2.

Each month, approximately one week prior to the publication of this report, an advance release is issued containing percentage changes in sales and inventories and stock-sales ratios for most trades covered by this report. This advance release is available upon request.



DESCRIPTION OF SAMPLE, TERMINOLOGY AND KINDS OF BUSINESS

Scope of the Survey.--Wholesale trade includes several types of establishments: merchant wholesalers; manufacturers sales branches and sales offices; petroleum bulk stations; assemblers of farm products; and agents, brokers and commercial merchants. This survey is limited to merchant wholesalers which constitute the major portion of the broad field of wholesale trade. However, all kinds of business in which merchant wholesalers operate are represented in this survey.

Merchant wholesalers are described in the Standard Industrial Classification Manual developed by the Federal Bureau of the Budget, as "Establishments usually known as wholesalers, merchant wholesalers or jobbers, primarily engaged in buying, taking title to, and where customary, physically storing and handling goods and selling the goods at wholesale principally to retailers and industrial and commercial users. This group also includes industrial distributors, exporters, and importers, cash-and-carry wholesalers; drop shippers, wagon distributors, etc. The establishments included in this group may perform operations on the goods incidental to the wholesale trading and delivery, such as installing equipment, and fixtures; and collecting and baling waste materials. Firms which operate retail and manufacturing establishments in addition to their wholesale establishments report only for their merchant wholesale establishments. A description of each kind of business classification shown in this report (which was included in the July 1956 issue), is available on request.

Sample design.--Firms reporting in the survey are part of a probability sample representing merchant wholesalers in all kinds of business. Effective with the July 1956 survey, the sample was revised to bring it up-to-date on the basis of the most recent complete Census--the 1954 Census of Business. Over 17,000 firms (about 26,000 establishments) are included in this sample which was drawn from lists of all merchant wholesalers (about 165,000 establishments) in the 1954 Census of Business. The reporting panel includes a fixed panel of about 1,400 very large firms reporting monthly and four rotating panels each containing about 3,900 smaller firms which report every fourth month.

In any given month, the total reporting panel includes about 5,300 firms. This month, about 90 percent of this number of firm submitted their reports in time for the trend tabulations. The number of establishments reporting, previously shown as a measure of coverage, will no longer be shown since the trend comparisons are based on weighted values (see below). However, information on the number of establishments reporting for a trade and the number selected in the sample will be provided on request.

The number of firms selected in the sample for each kind of business varies from 150 to 650 firms, depending upon (a) the total number of firms in the trade, (b) the distribution of firms within the trade by sales-size, (c) the degree of reliability desired in the data, and

(d) whether geographic division trends were to be shown for the trade. This sample has been designed to develop monthly dollar volume estimates of sales and inventories by kind of business with a sampling variability for each trade of approximately 5 percent at the one sigma level. The sampling variability of the percentage changes based on this sample is expected to be somewhat lower. In those kinds of business for which percentage changes are shown by geographic division, the sample chosen for the national estimates was increased by about 50 percent to provide wider representation by geographic division. In some of these trades, however, data are not shown separately for some geographic divisions because even this increase in the sample size will not provide reliable results in all geographic divisions.

Each firm selected in the sample has an assigned weight which reflects its probability of selection (or, in other terms, the number of firms in the trade which it represents in the sample). Large firms are selected with certainty, thus having a weight of one (1). Other firms are sampled at varying rates, depending upon size, with smaller firms having a lower probability of selection and thus a larger weight.

Percentage changes.--For each firm reporting, data are available for each of the three months (current, previous, and year ago) for which comparisons are made. Sales and inventory figures reported for each firm are multiplied by its weight and the results summarized to obtain percentage changes of sales and inventories and stock-sales ratios. Data in this report are not adjusted for number of days in the month nor for seasonal or price fluctuations.

Sales include sales of merchandise and receipts from repairs or other services to customers after deducting returns and allowances, and discounts. Sales of merchandise for others on a commission basis are also included. Local and State sales taxes, and Federal excise taxes are included. Sales trends shown in this report reflect the operation of firms selected in the sample which were in business in each of the three months compared.

Inventory, end-of-month represents stock, at cost value, of merchandise on hand for sale at the end of the month. Inventory trends are based on reports from only those firms which included data for all three periods compared. The number of firms reporting inventories is generally smaller than the number reporting sales. Some firms cannot submit inventory data in time for tabulation but furnish sales figures only.

Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for those firms reporting inventories in conjunction with sales. Excluded from these ratios were all firms which report "zero" inventories (e.g., drop shippers). No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.

Table 1.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS

OCTOBER 1956

Kind of business	Sales			Inventory, end-of-month (at cost)		Stock-sales ratios (percent)		
	Percent change		10 mo. 1956 from 10 mo. 1955	Percent change		October 1956	October 1955	September 1956
	October 1956 from--			October 1956 from--				
	October 1955	September 1956		October 1955	September 1956			
MERCHANT WHOLESALERS, TOTAL	+12	+13	+9	+11	+3	114	117	125
Durable goods, total.....	+12	+12	+11	+12	+1	137	141	153
Automotive wholesalers.....	+7	+9	+6	+6	+1	168	167	182
Motor-vehicle distributors.....	-2	0	-2	+8	0	135	132	133
Automotive equipment, tire-tube wholesalers.....	+8	+10	+8	+6	+1	174	174	192
Electrical, electronics, appliance distributors.....	+10	+5	+11	+19	+2	163	153	167
Electrical apparatus, supplies distributors.....	+12	+6	+16	+15	0	135	131	143
Electrical appliances, TV, radio sets, electronic parts, distributors.....	+9	+4	+5	+23	+4	193	178	192
Furniture, home furnishings wholesalers.....	+10	+15	+8	+4	-2	146	150	172
Furniture wholesalers.....	+12	+10	+8	+1	0	151	156	165
Home furnishings, floor coverings wholesalers.....	+9	+17	+8	+5	-2	144	148	174
Hardware, plumbing-heating goods wholesalers.....	+3	+7	+5	+3	-1	172	173	191
Hardware wholesalers.....	+5	+8	+5	+3	-1	200	203	222
Plumbing, heating equipment, supplies distributors.....	+2	+7	+4	+3	-1	150	151	166
Lumber, construction materials distributors.....	+6	+11	+1	+4	-1	98	105	111
Lumber, millwork wholesalers.....	+3	+8	-2	+1	-1	128	136	143
Construction materials distributors.....	+12	+14	+6	+10	-2	71	74	81
Machinery, equipment, supplies distributors.....	+17	+12	+14	+16	+1	143	148	158
Air conditioning, commercial refrigeration equipment, distributors.....	+7	+4	+6	+8	-2	138	134	145
Commercial machines, equipment distributors.....	+11	+11	+10	+15	0	102	96	114
Industrial machinery, equipment, supplies distributors.....	+19	+17	+15	+11	+3	131	142	150
Professional equipment, supplies distributors.....	+15	+8	+11	+9	+3	134	145	138
Surgical, medical, hospital supply houses.....	+11	+13	+11	+10	+3	138	145	148
Service establishment supply houses.....	+15	+12	+10	+8	+3	135	148	146
Metals, metalwork (except scrap) distributors.....	+19	+21	+20	+17	+6	146	150	168
Iron, steel and products distributors.....	+23	+23	+20	+17	+7	166	176	192
Nonferrous metals distributors.....	+9	+16	+19	+17	-2	81	73	94
Scrap, waste materials dealers.....	+20	+22	+28	+10	+7	42	45	48
Iron, steel scrap dealers.....	+23	+24	+41	+11	+6	38	47	43
Waste materials dealers.....	-14	+16	+9	+9	+8	53	41	58
Jewelry wholesalers.....	+7	+22	+4	-5	-4	182	208	230
Nondurable goods, total	+12	+14	+7	+10	+6	96	98	102
Grocery, confectionery, meat wholesalers.....	+11	+9	+7	+5	+3	69	72	72
General-line grocery wholesalers.....	+14	+9	+8	+8	+6	96	100	98
Voluntary groups.....	+10	+8	+10	+5	+6	93	96	96
Retailer-cooperative.....	+29	+18	+13	+20	+7	80	85	86
Nonaffiliated.....	+10	+5	+5	+6	+6	106	109	105
Specialty-line grocery wholesalers.....	+3	+7	+8	-3	-2	58	60	61
Confectionery wholesalers.....	+7	+15	+2	0	0	84	91	94
Meat, meat products wholesalers.....	+19	+13	+3	+10	0	17	20	20
Farm products (edible) distributors.....	+3	+8	+4	+6	+12	31	30	24
Poultry, poultry products distributors.....	-6	+3	+4	+9	+15	32	29	30
Fresh fruit, vegetable wholesalers.....	+8	+10	+4	+5	+27	30	30	22
Beer, wine, distilled spirits wholesalers.....	+18	+19	+6	+11	+12	109	115	116
Beer, ale distributors.....	+13	+4	+5	+10	-6	63	65	70
Wine, distilled spirits wholesalers.....	+20	+29	+7	+11	+18	136	147	150
Drugs, chemicals, allied products wholesalers.....	+16	+14	+11	+12	+3	139	147	155
Drug wholesalers (general and specialty lines).....	+15	+12	+12	+11	+4	155	165	166
Industrial chemicals, explosives wholesalers.....	+22	+24	+10	+22	+1	95	99	122
Paint, varnish wholesalers.....	+5	+4	+4	+5	+1	156	157	161
Tobacco distributors.....	+11	+9	+4	+4	+2	56	59	60
Dry goods, apparel wholesalers.....	+5	+14	+1	+2	-4	155	160	177
Clothing, furnishings, footwear wholesalers.....	+5	+12	+3	+2	-3	165	169	192
Dry goods wholesalers (general and specialty lines).....	+9	+12	+4	+4	-1	141	138	147
Piece goods converters.....	-1	+23	-6	-4	-9	166	188	211
Paper, allied products wholesalers.....	+14	+14	+11	+9	0	106	114	120
Paper wholesalers.....	+14	+12	+11	+9	-1	104	111	117
Stationery, wallpaper wholesalers.....	+14	+22	+11	+9	0	124	136	139
Farm products (raw materials) merchants.....	+27	+38	+9	+28	+20	124	162	156
Other nondurable goods wholesalers.....	+8	+9	+11	+6	+4	97	99	101
Amusement, sporting goods wholesalers.....	+13	+13	+11	+6	-2	136	140	151
Book, magazine, newspaper wholesalers.....	+4	+4	+9	+3	+6	152	95	152
Coal wholesalers.....	+25	+8	+31	+29	+4	122	162	143
Farm supplies wholesalers.....	0	+11	-3	+5	+6	140	137	130

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS

October 1956

Kind of business and geographic division (See map page 2)	Sales			Inventory, end-of-month (at cost)		Stock-sales ratios (percent)		
	Percent change		10 mo. 1956 from 10 mo. 1955	Percent change, October 1956 from--		Oct. 1956	Oct. 1955	Sept. 1956
	October 1956 from--							
	Oct. 1955	Sept. 1956		Oct. 1955	Sept. 1956			
	MERCHANT WHOLESALERS, TOTAL							
New England.....	+12	+13	+9	+11	+3	114	117	125
Middle Atlantic.....	+7	+11	+7	+10	0	113	109	122
East North Central.....	+10	+12	+9	+11	+4	99	99	106
West North Central.....	+13	+16	+10	+10	+2	106	111	120
South Atlantic.....	+12	+13	+5	+3	-1	120	156	144
East South Central.....	+8	+12	+7	+10	+7	149	150	156
West South Central.....	+16	+11	+10	+18	+6	115	110	121
Mountain.....	+22	+20	+11	+18	+7	132	133	143
Pacific.....	+15	+13	+8	+8	+2	132	141	145
	+13	+11	+9	+11	+2	116	123	128
Automotive equipment, tire-tube wholesalers.....								
New England.....	+8	+10	+8	+6	+1	174	174	192
Middle Atlantic.....	+9	+18	+6	+5	-2	181	188	217
East North Central.....	+6	+14	+11	+11	+2	170	159	190
West North Central.....	+1	+11	+7	+1	+2	181	181	198
South Atlantic.....	-3	+4	+4	-6	-5	243	264	272
East South Central.....	+6	+11	+4	+7	-1	188	185	222
West South Central.....	+4	+9	+11	+12	+2	115	95	116
Mountain.....	+15	+6	+16	+13	0	201	205	211
Pacific.....	+52	+48	+11	+3	0	116	134	135
	+24	+2	+9	+5	0	185	210	199
Electrical apparatus, supplies distributors.....								
New England.....	+12	+6	+16	+15	0	135	131	143
Middle Atlantic.....	+4	+6	+23	+3	-5	126	119	134
East North Central.....	+15	+9	+21	+23	+4	92	85	94
West North Central.....	+8	+8	+11	+13	0	126	120	137
South Atlantic.....	+12	-2	+12	+11	-1	206	207	204
East South Central.....	+16	+14	+15	+9	-6	146	156	176
West South Central.....	+11	-1	+15	+21	0	208	194	209
Mountain.....	+21	-5	+19	+37	+4	198	175	176
Pacific.....	+12	+6	+9	+13	+11	142	125	135
	+10	+6	+15	+11	-2	134	133	144
Elect. appliances, TV, radio sets, electronic parts distributors..								
New England.....	+9	+4	+5	+23	+4	193	178	192
Middle Atlantic.....	-15	-11	+5	+4	-1	175	133	153
East North Central.....	+21	+6	+12	+35	+2	184	170	190
West North Central.....	+12	+5	+5	+24	+1	207	218	213
South Atlantic.....	-6	+2	-4	+10	0	202	172	199
East South Central.....	+1	+11	+1	+25	+20	197	152	183
West South Central.....	+1	+5	-2	+7	-2	173	167	191
Pacific.....	+27	+6	+3	+21	-1	205	211	222
	+22	+4	+7	+32	+15	178	162	165
Furniture, Home furnishings wholesalers.....								
Middle Atlantic.....	+10	+15	+8	+4	-2	146	150	172
East North Central.....	+6	+17	+8	+6	-4	152	148	188
West North Central.....	+14	+20	+8	+9	0	93	100	112
South Atlantic.....	+5	+17	+1	+4	-2	161	155	189
South Central.....	+18	+34	+7	+8	+1	186	193	235
Pacific.....	-5	+2	+5	-3	+1	241	230	257
	+10	+4	+9	+1	+2	191	210	199
Hardware wholesalers.....								
Middle Atlantic.....	+5	+8	+5	+3	-1	200	203	222
East North Central.....	+2	+12	+7	+6	+1	115	115	132
West North Central.....	+5	+9	+7	+11	-1	185	174	207
South Atlantic.....	+9	+7	+5	-7	-2	199	237	230
East South Central.....	+5	+4	+5	+7	+3	258	263	269
West South Central.....	-2	+7	+3	0	-2	210	205	227
Mountain.....	+11	+10	+6	+6	-5	238	250	275
Pacific.....	+8	+4	+6	+3	+3	261	274	264
	+12	+2	+5	+3	-3	239	250	254
Plumbing, heating equipment, supplies distributors.....								
New England.....	+2	+7	+4	+3	-1	150	151	166
Middle Atlantic.....	+6	+7	+6	-1	+2	116	124	136
East North Central.....	-1	+11	+7	+3	-1	204	199	238
West North Central.....	+2	+4	+10	+13	0	96	89	101
South Atlantic.....	-8	+8	-3	-4	-4	160	154	179
South Central.....	+6	+9	+3	+2	-2	146	154	162
Pacific.....	-8	0	-2	-1	0	184	174	194
	+10	+6	+2	+14	-2	200	203	214
Lumber, construction materials distributors.....								
New England.....	+6	+11	+1	+4	-1	98	105	111
Middle Atlantic.....	-1	+15	0	+6	-6	97	83	115
East North Central.....	+11	+14	+2	+4	0	87	101	100
West North Central.....	+8	+9	+4	+1	+1	87	98	99
South Atlantic.....	+2	+4	-4	-3	0	112	103	117
South Central.....	+13	+20	+3	+14	-4	114	116	135
Pacific.....	0	+10	-3	+6	-5	130	128	175
	+3	+8	0	-1	-1	87	107	98

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS--Continued

OCTOBER 1956

Kind of business and geographic division (See map page 2)	Sales			Inventory, end- of-month (at cost)		Stock-sales ratios (percent)		
	Percent change		10 mo. 1956 from 10 mo. 1955					
	October 1956 from--			Percent change, October 1956 from--		Oct. 1956	Oct. 1955	Sept. 1956
	Oct. 1955	Sept. 1956		Oct. 1955	Sept. 1956			
Industrial machinery, equipment, supplies distributors.....	+19	+17	+15	+11	+3	131	142	150
New England.....	+37	+13	+10	+30	-2	85	89	96
Middle Atlantic.....	+21	+15	+15	+18	+12	159	159	163
East North Central.....	+22	+26	+17	+6	0	105	121	131
West North Central.....	+4	+8	+9	+20	0	109	89	117
South Atlantic.....	+16	+30	+15	+6	-4	115	126	154
South Central.....	+16	+15	+20	+8	+3	129	137	143
Mountain.....	+27	+18	+9	+7	+2	112	152	138
Pacific.....	+17	+13	+10	+9	0	170	191	192
General-line grocery wholesalers.....	+14	+9	+8	+8	+6	96	100	98
Middle Atlantic.....	+4	+11	+7	+10	+4	100	93	107
East North Central.....	+17	+8	+9	+15	+9	80	83	78
West North Central.....	+8	+5	+8	+7	+5	101	103	103
South Atlantic.....	+11	+7	+3	-3	+3	93	106	96
East South Central.....	+10	+7	+1	0	+7	133	140	130
West South Central.....	+21	+13	+9	+6	+10	96	110	98
Mountain.....	+14	+2	+15	+10	+9	85	89	80
Pacific.....	+34	+20	+16	+19	+4	73	80	84
Specialty-line grocery wholesalers.....	+3	+7	+3	-3	-2	58	60	61
New England.....	+16	+11	+8	+6	-15	70	73	80
Middle Atlantic.....	-2	+6	+8	+13	-1	46	39	48
East North Central.....	+16	+15	+8	+8	-3	62	67	74
West North Central.....	+20	+6	+5	-15	-13	70	122	83
South Atlantic.....	+1	+2	+7	-16	+4	110	125	95
South Central.....	+18	+3	+7	-5	-1	71	90	79
Pacific.....	+6	+10	+9	-5	+1	41	34	43
Fresh fruit, vegetable wholesalers.....	+8	+10	+4	+5	+27	30	30	22
New England.....	-2	+8	+7	+3	+7	21	22	24
Middle Atlantic.....	+13	+13	+3	+6	+10	7	8	7
East North Central.....	+9	+17	+5	+8	+35	22	22	15
West North Central.....	-4	+2	-1	+1	+5	45	44	41
South Atlantic.....	+1	+11	+3	+1	+9	42	41	44
South Central.....	+15	+10	+7	+3	+14	34	37	30
Pacific.....	+5	+3	+4	+12	+37	42	42	23
Drug wholesalers (general and specialty lines).....	+15	+12	+12	+11	+4	155	165	166
New England.....	+17	+6	+9	+11	+1	131	136	135
Middle Atlantic.....	+10	+8	+7	+4	+5	140	153	143
East North Central.....	+15	+10	+13	+3	+2	144	160	159
West North Central.....	+21	+13	+11	+10	+2	163	181	182
South Atlantic.....	+12	+19	+15	+13	+4	153	158	170
East South Central.....	+18	+11	+12	+6	0	155	174	174
West South Central.....	+14	+11	+14	+8	+5	196	208	209
Mountain.....	+38	+17	+18	+25	+6	187	201	206
Pacific.....	+20	+17	+14	+14	+8	150	140	163
Tobacco distributors.....	+11	+9	+4	+4	+2	56	59	60
New England.....	+8	+7	+2	-8	+6	41	45	40
Middle Atlantic.....	+10	+10	+3	+3	+3	52	55	57
East North Central.....	+17	+11	+4	+10	+5	54	57	58
West North Central.....	+5	+10	-1	+5	+3	72	75	76
South Atlantic.....	+7	+4	+7	+2	-1	65	68	69
South Central.....	+9	+6	+5	-1	0	55	60	59
Pacific.....	+15	+14	+7	(x)	(x)	(x)	(x)	(x)
Dry goods, apparel wholesalers.....	+5	+14	+1	+2	-4	155	160	177
New England.....	-2	+1	+4	+5	+4	164	172	175
Middle Atlantic.....	+7	+17	0	+3	-5	149	150	172
East North Central.....	+2	+22	+5	-3	+6	144	150	163
West North Central.....	-4	+1	+2	+6	-11	249	220	273
South Atlantic.....	+12	+10	+6	+9	-4	182	190	220
South Central.....	-8	-3	0	+5	-1	229	228	223
Pacific.....	+6	+3	+4	-3	+2	106	104	105

x Insufficient data to show separately.

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Ref.

MONTHLY WHOLESALE TRADE REPORT

U. S. DEPARTMENT OF COMMERCE
Sinclair Weeks, Secretary

BUREAU OF THE CENSUS
Robert W. Burgess, Director

NOVEMBER 1956

FOR RELEASE
JANUARY 11, 1957

SALES AND INVENTORIES

Sales

Sales of merchant wholesalers in November dropped 6 percent below October 1956 sales but were 4 percent above November sales a year ago. Cumulative sales for the first eleven months of 1956 were 8 percent higher than sales in the comparable period of 1955.

Durable goods trades, in total, showed a 7 percent decline from October sales, but a 4 percent gain over a year ago. Nondurable goods trades reported a somewhat smaller decline (4%) from the previous month and a slightly larger gain (5%) over November 1955 sales than the durable goods trades.

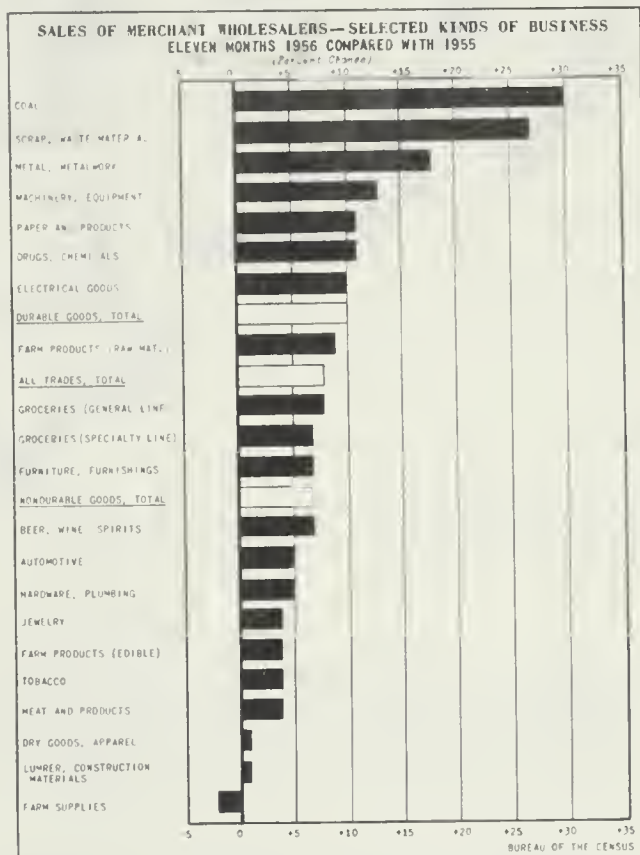
Almost all trades reported lower sales in November than in the previous month. Construction materials distributors, with sales down 18 percent, indicated the sharpest decline. Other large declines were experienced by lumber, millwork wholesalers (15%), motor-vehicle distributors (14%) and plumbing, heating goods distributors (13%). The most substantial increases over October sales were experienced by wine, distilled spirits wholesalers (13%) and poultry distributors (13%). Iron, steel scrap dealers showed the largest increase (35%) over sales a year ago. Significant increases were also indicated by coal wholesalers (18%), commercial machines, equipment distributors (13%), wine, distilled spirits wholesalers (11%), drug wholesalers (11%), and industrial chemicals wholesalers (11%). Motor-vehicle distributors, with sales down 24 percent, reported the sharpest decline from year-ago sales. Other large declines were indicated for piece goods converters (12%) and waste materials dealers (9%).

In two geographic divisions--South Atlantic and Mountain--November sales were unchanged from October. All other divisions reflected declines ranging from 5 to 10 percent. Compared with a year ago, only the West North Central Division registered a decline (2%). The Mountain Division, with sales up 17 percent, reported the principal increase.

Inventories

Wholesalers' inventories at the end of November were at the same level as a month earlier but were up 10 percent above stocks on hand a year ago. The November 1956 stock-sales ratio of 117 was 6 points above the October ratio and also 6 points higher than the stock-sales for November 1955.

Most trades showed little or no change from previous month inventories. However, some large increases were shown by wholesalers of such nondurable goods as farm supplies (13%), poultry (12%), fresh fruit, vegetables (12%) and wine, distilled spirits (9%). Compared with a year ago, farm products merchants (raw materials) reported the most substantial increase, 36 percent. Other large increases were noted by electrical appliance distributors (25%) and coal



wholesalers (25%). Piece goods converters with stocks down 6 percent, and air conditioning, commercial refrigerator equipment wholesalers, with inventories off 2 percent, reported the only declines from year-ago levels.

The Mountain Division reported inventories 5 percent higher than a month earlier. All other geographic divisions showed little or no change. Compared with a year ago, however, all geographic divisions reported larger increases, ranging from 6 percent in the Pacific to 17 percent in New England.

General

Data shown in this report are based on a new probability sample representative of all merchant wholesalers in the country. Effective with the July 1956 survey, the Bureau revised the sample of merchant wholesalers to bring it up to date on the basis of the most recent complete Census--the 1954 Census of Business. A description of the revised sample is included on page 2.

Each month approximately one week prior to the publication of this report, an advance release is issued containing percentage changes in sales and inventories and stock-sales ratios for most trades covered by this report. This advance release is available upon request.

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DESCRIPTION OF SAMPLE, TERMINOLOGY AND KINDS OF BUSINESS

Scope of the Survey.--Wholesale trade includes several types of establishments: merchant wholesalers; manufacturers sales branches and sales offices; petroleum bulk stations; assemblers of farm products; and agents, brokers and commercial merchants. This survey is limited to merchant wholesalers which constitute the major portion of the broad field of wholesale trade. However, all kinds of business in which merchant wholesalers operate are represented in this survey.

Merchant wholesalers are described in the Standard Industrial Classification Manual developed by the Federal Bureau of the Budget, as "Establishments usually known as wholesalers, merchant wholesalers or jobbers, primarily engaged in buying, taking title to, and where customary, physically storing and handling goods and selling the goods at wholesale principally to retailers and industrial and commercial users. This group also includes industrial distributors, exporters, and importers, cash-and-carry wholesalers; drop shippers, wagon distributors, etc. The establishments included in this group may perform operations on the goods incidental to the wholesale trading and delivery, such as installing equipment, and fixtures; and collecting and baling waste materials. Firms which operate retail and manufacturing establishments in addition to their wholesale establishments report only for their merchant wholesale establishments. A description of each kind of business classification shown in this report (which was included in the July 1956 issue), is available on request.

Sample design.--Firms reporting in the survey are part of a probability sample representing merchant wholesalers in all kinds of business. Effective with the July 1956 survey, the sample was revised to bring it up-to-date on the basis of the most recent complete Census--the 1954 Census of Business. Over 17,000 firms (about 26,000 establishments) are included in this sample which was drawn from lists of all merchant wholesalers (about 165,000 establishments) in the 1954 Census of Business. The reporting panel includes a fixed panel of about 1,400 very large firms reporting monthly and four rotating panels each containing about 3,900 smaller firms which report every fourth month.

In any given month, the total reporting panel includes about 5,300 firms. This month, about 90 percent of this number of firm submitted their reports in time for the trend tabulations. The number of establishments reporting, previously shown as a measure of coverage, will no longer be shown since the trend comparisons are based on weighted values (see below). However, information on the number of establishments reporting for a trade and the number selected in the sample will be provided on request.

The number of firms selected in the sample for each kind of business varies from 150 to 650 firms, depending upon (a) the total number of firms in the trade, (b) the distribution of firms within the trade by sales-size, (c) the degree of reliability desired in the data, and

(d) whether geographic division trends were to be shown for the trade. This sample has been designed to develop monthly dollar volume estimates of sales and inventories by kind of business with a sampling variability for each trade of approximately 5 percent at the one sigma level. The sampling variability of the percentage changes based on this sample is expected to be somewhat lower. In those kinds of business for which percentage changes are shown by geographic division, the sample chosen for the national estimates was increased by about 50 percent to provide wider representation by geographic division. In some of these trades, however, data are not shown separately for some geographic divisions because even this increase in the sample size will not provide reliable results in all geographic divisions.

Each firm selected in the sample has an assigned weight which reflects its probability of selection (or, in other terms, the number of firms in the trade which it represents in the sample). Large firms are selected with certainty, thus having a weight of one (1). Other firms are sampled at varying rates, depending upon size, with smaller firms having a lower probability of selection and thus a larger weight.

Percentage changes.--For each firm reporting, data are available for each of the three months (current, previous, and year ago) for which comparisons are made. Sales and inventory figures reported for each firm are multiplied by its weight and the results summarized to obtain percentage changes of sales and inventories and stock-sales ratios. Data in this report are not adjusted for number of days in the month nor for seasonal or price fluctuations.

Sales include sales of merchandise and receipts from repairs or other services to customers after deducting returns and allowances, and discounts. Sales of merchandise for others on a commission basis are also included. Local and State sales taxes, and Federal excise taxes are included. Sales trends shown in this report reflect the operation of firms selected in the sample which were in business in each of the three months compared.

Inventory, end-of-month represents stock, at cost value, of merchandise on hand for sale at the end of the month. Inventory trends are based on reports from only those firms which included data for all three periods compared. The number of firms reporting inventories is generally smaller than the number reporting sales. Some firms cannot submit inventory data in time for tabulation but furnish sales figures only.

Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for those firms reporting inventories in conjunction with sales. Excluded from these ratios were all firms which report "zero" inventories (e.g., drop shippers). No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.

Table 1.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS

NOVEMBER 1956								
Kind of business	Sales			Inventory, end-		Stock-sales ratios		
	Percent change		11 mo. 1956 from 11 mo. 1955	of-month (at cost)		(percent)		
	November 1956 from--			Percent change November 1956 from--		November 1956	November 1955	October 1956
	November 1955	October 1956		November 1955	October 1956			
MERCHANT WHOLESALERS, TOTAL	+4	-6	+8	+10	0	117	111	111
Durable goods, total.....	+4	-7	+10	+10	-1	142	136	135
Automotive wholesalers.....	-2	-5	+5	+1	-2	190	193	183
Motor-vehicle distributors.....	-24	-14	-3	+3	0	118	94	99
Automotive equipment, tire-tube wholesalers.....	+1	-4	+8	+1	-2	201	212	197
Electrical, electronics, appliance distributors.....	+2	0	+10	+21	-1	153	127	156
Electrical apparatus, supplies distributors.....	+5	-2	+15	+16	0	142	128	139
Electrical appliances, TV, radio sets, electronic parts, distributors.....	0	+1	+4	+25	-1	165	127	174
Furniture, home furnishings wholesalers.....	+2	-7	+7	+2	-1	150	150	142
Furniture wholesalers.....	+3	-7	+8	+4	-1	171	174	163
Home furnishings, floor coverings wholesalers.....	+1	-8	+7	0	-2	140	139	132
Hardware, plumbing-heating goods wholesalers.....	+2	-11	+5	+4	-2	205	203	185
Hardware wholesalers.....	+4	-8	+5	+3	-2	226	227	210
Plumbing, heating equipment, supplies distributors.....	+1	-13	+4	+4	-3	183	181	162
Lumber, construction materials distributors.....	+1	-17	+1	+6	-1	112	106	91
Lumber, millwork wholesalers.....	-6	-15	-2	+3	0	159	138	132
Construction materials distributors.....	+10	-18	+6	+11	-2	74	73	58
Machinery, equipment, supplies distributors.....	+7	-4	+13	+13	-1	r 156	r 153	r 150
Air conditioning, commercial refrigeration equipment, distributors.....	+1	-10	+6	-2	-1	241	249	215
Commercial machines, equipment distributors.....	+13	-3	+11	+11	0	166	163	164
Industrial machinery, equipment, supplies distributors.....	+3	0	+14	+8	-3	r 124	r 122	r 125
Professional equipment, supplies distributors.....	+9	-6	+10	+6	-4	177	185	170
Surgical, medical, hospital supply houses.....	+1	-3	+10	+7	-1	138	142	135
Service establishment supply houses.....	+8	-5	+9	+9	+1	120	124	112
Metals, metalwork (except scrap) distributors.....	+5	-10	+18	+19	+3	142	130	129
Iron, steel and products distributors.....	+8	-9	+19	+19	+3	169	157	149
Nonferrous metals distributors.....	-2	-12	+16	+15	+1	71	63	68
Scrap, waste materials dealers.....	r 17	-7	+27	+10	+3	41	43	39
Iron, steel scrap dealers.....	+35	-5	+40	+12	+4	36	41	34
Waste materials dealers.....	-9	-12	+7	+8	+1	53	53	48
Jewelry wholesalers.....	-1	-2	+4	0	-1	148	153	155
Nondurable goods, total.....	+5	-4	+7	+11	+2	97	91	89
Grocery, confectionery, meat wholesalers.....	+4	-7	+7	+3	-2	71	72	66
General-line grocery wholesalers.....	+7	-4	+8	+2	-2	97	106	96
Voluntary groups.....	+8	-4	+10	+2	-2	87	94	86
Retailer-cooperative.....	+8	-9	+12	+14	-7	68	66	68
Nonaffiliated.....	+5	-2	+5	+1	-2	118	127	118
Specialty-line grocery wholesalers.....	0	-10	+7	+2	-2	71	69	63
Confectionery wholesalers.....	+5	-4	+2	+11	+1	97	93	92
Meat, meat products wholesalers.....	+6	-9	+4	+18	+3	26	23	22
Farm products (edible) distributors.....	0	+5	+4	+6	+12	26	24	24
Poultry, poultry products distributors.....	-5	+13	+3	+8	+12	24	21	25
Fresh fruit, vegetable wholesalers.....	+3	0	+4	+5	+12	27	25	24
Beer, wine, distilled spirits wholesalers.....	+10	+7	+7	+9	+8	117	114	112
Beer, ale distributors.....	+7	-5	+5	+13	0	62	56	56
Wine, distilled spirits wholesalers.....	+11	+13	+8	+8	+9	148	147	148
Drugs, chemicals, allied products wholesalers.....	+10	-6	+11	+9	-2	141	149	135
Drug wholesalers (general and specialty lines).....	+11	-4	+12	+7	-2	161	170	159
Industrial chemicals, explosives wholesalers.....	+11	-9	+10	+14	0	101	103	91
Paint, varnish wholesalers.....	+6	-11	+4	+9	+1	144	142	127
Tobacco distributors.....	+7	0	+4	+5	+3	54	56	53
Dry goods, apparel wholesalers.....	-6	-10	+1	+2	-2	184	166	170
Clothing, furnishings, footwear wholesalers.....	-2	-12	+3	+9	-5	149	136	136
Dry goods wholesalers (general and specialty lines).....	-5	-8	+3	+3	-2	203	182	192
Piece goods converters.....	-12	-10	-7	-6	+1	212	183	189
Paper, allied products wholesalers.....	+8	-5	+11	+11	0	117	113	110
Paper wholesalers.....	+7	-5	+11	+12	0	116	110	108
Stationery, wallpaper wholesalers.....	+11	-4	+11	+7	0	127	139	124
Farm products (raw materials) merchants.....	+9	-10	+9	+36	+7	134	91	119
Other nondurable goods wholesalers.....	+3	-2	+10	+12	+3	88	87	85
Amusement, sporting goods wholesalers.....	+9	-3	+11	+9	-5	142	146	156
Book, magazine, newspaper wholesalers.....	+8	-7	+9	+11	-2	117	122	116
Coal wholesalers.....	+18	-5	+30	+25	+1	100	143	110
Farm supplies wholesalere.....	+4	-6	-2	+9	+13	129	144	119

r Revised figure from Press Release for November.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS

NOVEMBER 1956

Kind of business and geographic division (See map page 2)	Sales			Inventory, end- of-month (at cost)		Stock-sales ratios (percent)		
	Percent change		11 mo. 1956 from 11 mo. 1955	Percent change, November 1956 from--		Nov. 1956	Nov. 1955	Oct. 1956
	November 1956 from--							
	Nov. 1955	Oct. 1956	Nov. 1955	Oct. 1956				
MERCHANT WHOLESALERS, TOTAL.....	+4	-6	+8	+10	0	117	111	111
New England.....	+6	-5	+7	+17	-1	110	91	106
Middle Atlantic.....	+3	-6	+8	+10	0	111	105	105
East North Central.....	+5	-6	+10	+8	-1	108	107	107
West North Central.....	-2	-10	+4	+11	+2	131	122	117
South Atlantic.....	+6	0	+7	+12	+1	132	128	130
East South Central.....	+9	-8	+10	+15	+2	152	146	136
West South Central.....	+5	-5	+11	+12	0	146	126	135
Mountain.....	+17	0	+9	+8	+5	156	164	145
Pacific.....	+6	-6	+8	+6	0	112	113	106
Automotive equipment, tire-tube wholesalers.....	+1	-4	+8	+1	-2	201	212	197
New England.....	+2	-8	+6	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+5	-1	+10	+4	-4	149	163	158
East North Central.....	-2	-3	+6	-5	-2	233	254	236
West North Central.....	+6	-6	+5	+4	-1	218	234	206
South Atlantic.....	+6	-5	+4	+2	-5	189	202	183
East South Central.....	+8	-1	+10	+4	-3	222	230	227
West South Central.....	-1	-4	+13	+6	-1	213	204	208
Mountain.....	+4	+1	+10	0	-3	217	215	221
Pacific.....	-3	-8	+7	0	0	196	205	182
Electrical apparatus, supplies distributors.....	+5	-2	+15	+16	0	142	128	139
New England.....	-9	-8	+20	+7	+6	161	148	138
Middle Atlantic.....	+4	-5	+19	+27	+1	125	102	117
East North Central.....	+1	-2	+10	+16	0	135	117	134
West North Central.....	+7	-1	+11	+17	+1	165	146	159
South Atlantic.....	+7	+3	+14	+4	0	144	143	150
East South Central.....	+10	-6	+15	+26	+1	184	157	161
West South Central.....	+11	-2	+19	+13	-1	204	202	201
Mountain.....	+7	+7	+9	+17	-2	146	135	150
Pacific.....	+7	-1	+15	+13	-4	146	135	152
Elect. appliances, TV, radio sets, electronic parts distributors..	0	+1	+4	+25	-1	165	127	174
New England.....	0	+3	+4	+13	0	168	149	174
Middle Atlantic.....	-8	-12	+10	+30	+2	188	131	179
East North Central.....	+6	+5	+5	+29	-6	150	124	167
West North Central.....	-8	+13	-5	+11	-2	173	134	194
South Atlantic.....	+13	+5	+2	+36	+2	198	169	215
East South Central.....	-2	+1	-2	+11	-8	242	214	271
West South Central.....	-6	+5	+2	-3	0	197	142	200
Pacific.....	-8	+4	+5	+34	+1	177	108	180
Furniture, home furnishings wholesalers.....	+2	-7	+7	+2	-1	150	150	142
Middle Atlantic.....	+1	-8	+7	+3	-2	140	131	129
East North Central.....	+8	-3	+8	+5	+5	138	153	133
West North Central.....	+1	-8	+1	-2	-4	191	197	185
South Atlantic.....	+4	-11	+7	+1	-5	157	162	158
South Central.....	-9	-18	+3	-7	-7	162	173	144
Pacific.....	-1	0	+8	+5	+2	186	181	190
Hardware wholesalers.....	+4	-8	+5	+3	-2	226	227	210
Middle Atlantic.....	+2	-12	+6	+3	0	230	237	205
East North Central.....	+7	-9	+7	+6	-5	200	196	190
West North Central.....	-3	-12	+4	-5	-5	244	256	228
South Atlantic.....	+10	-6	+5	+13	+1	246	233	217
East South Central.....	-1	+3	+2	-5	+4	205	212	192
West South Central.....	+9	-2	+7	+10	-1	254	255	254
Mountain.....	+3	-20	+6	+14	-3	279	232	229
Pacific.....	+5	-7	+5	+5	0	216	218	200
Plumbing, heating equipment, supplies distributors.....	+1	-13	+4	+4	-3	183	181	162
New England.....	+1	-17	+5	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	0	-13	+6	+1	-3	195	194	167
East North Central.....	-2	-16	+8	+3	-3	172	165	147
West North Central.....	+3	-17	-2	-2	-6	214	226	188
South Atlantic.....	0	-5	+3	+5	+1	172	164	166
South Central.....	+2	-9	-2	+7	-2	191	203	184
Pacific.....	+1	-13	+2	+13	-5	171	162	147
Lumber, construction materials distributors.....	+1	-17	+1	+6	-1	112	106	91
New England.....	-15	-6	-1	+6	-5	112	71	104
Middle Atlantic.....	+9	-13	+2	+4	-2	115	109	90
East North Central.....	+6	-22	+4	+6	0	126	133	95
West North Central.....	-4	-26	-4	+13	0	108	97	74
South Atlantic.....	+7	-1	+4	+4	-8	65	72	69
South Central.....	-5	-12	-4	+2	-1	140	115	123
Pacific.....	'	-15	+1	+12	+3	54	55	45

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS--Continued

NOVEMBER 1956

Kind of business and geographic division (see map page 2)	Sales			Inventory, end- of-month (at cost)		Stock-sales ratios (percent)		
	Percent change		11 mo. 1956 from 11 mo. 1955	Percent change, November 1956 from--		Nov. 1956	Nov. 1955	Oct. 1956
	November 1956 from--							
	Nov. 1955	Oct. 1956		Nov. 1955	Oct. 1956			
Industrial machinery, equipment, supplies distributors.....	+3	0	+14	+8	-3	124	122	125
New England.....	0	-1	+9	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+15	-3	+15	+27	-6	116	118	119
East North Central.....	-8	+6	+14	-4	-4	112	108	125
West North Central.....	+15	+1	+9	+6	+3	180	191	165
South Atlantic.....	+6	+3	+11	+17	0	131	137	145
South Central.....	+2	-10	+18	+8	-1	127	125	116
Mountain.....	+11	-6	+9	-2	+6	165	197	116
Pacific.....	-5	-10	+8	+4	-2	147	132	136
General-line grocery wholesalers.....	+7	-4	+8	+2	-2	97	106	96
Middle Atlantic.....	+2	-5	+6	-4	-6	96	106	97
East North Central.....	+5	-3	+9	-3	-5	87	97	87
West North Central.....	+3	-1	+7	-3	-2	94	100	95
South Atlantic.....	+2	-4	+3	-5	-4	122	149	120
East South Central.....	+8	-1	+2	+4	+1	116	120	118
West South Central.....	+9	-5	+9	+5	-1	123	130	118
Mountain.....	+20	+1	+15	+10	-4	125	128	124
Pacific.....	+12	-10	+16	+14	0	70	74	67
Specialty-line grocery wholesalers.....	0	-10	+7	+2	-2	71	69	63
New England.....	+8	-11	+8	+31	-6	111	100	93
Middle Atlantic.....	-8	-9	+6	+1	-3	75	62	63
East North Central.....	+11	-6	+8	+2	-2	73	80	69
West North Central.....	+5	-5	+5	(x)	(x)	(x)	(x)	(x)
South Atlantic.....	+1	-9	+6	+9	+5	82	77	69
South Central.....	+13	-8	+8	+11	+12	74	75	62
Pacific.....	+3	-14	+8	-15	-11	39	48	41
Fresh fruit, vegetable wholesalers.....	+3	0	+4	+5	+12	27	25	24
New England.....	+11	-9	+7	-12	+10	25	32	19
Middle Atlantic.....	+4	-1	+3	+10	+9	12	12	11
East North Central.....	+1	+5	+5	+8	+10	21	20	21
South Atlantic.....	+5	+19	+3	+10	+16	55	54	71
South Central.....	+4	+3	+7	+29	+23	36	21	24
Pacific.....	+2	-9	+4	-11	+7	25	32	25
Drug wholesalers (general and specialty lines).....	+11	-4	+12	+7	-2	161	170	159
New England.....	+4	-6	+8	+7	+1	145	147	135
Middle Atlantic.....	+7	-6	+7	0	-2	206	232	206
East North Central.....	+11	-5	+13	+8	0	132	134	125
West North Central.....	+18	-6	+12	+15	-3	149	155	144
South Atlantic.....	+11	0	+15	+8	-3	147	154	153
East South Central.....	+9	-9	+12	(x)	(x)	(x)	(x)	(x)
West South Central.....	+9	-1	+13	+8	-5	199	200	208
Mountain.....	+18	+2	+18	(x)	(x)	(x)	(x)	(x)
Pacific.....	+17	-5	+15	+15	-4	147	157	144
Tobacco distributors.....	+7	0	+4	+5	+3	54	56	53
New England.....	-1	0	+2	-9	+12	59	65	51
Middle Atlantic.....	+5	-3	+3	+5	0	48	47	46
East North Central.....	+8	+1	+4	+8	0	55	55	56
West North Central.....	-2	0	-1	+2	+4	66	67	63
South Atlantic.....	+14	+7	+8	-4	-1	46	58	51
South Central.....	+6	-2	+5	+5	+8	52	55	48
Pacific.....	+11	+3	+7	+9	+2	73	74	76
Dry goods, apparel wholesalers.....	-6	-10	+1	+2	-2	184	166	170
New England.....	-7	-7	+3	-1	+5	151	133	144
Middle Atlantic.....	-10	-14	-1	0	-1	202	171	171
East North Central.....	+6	+3	+5	+8	-2	143	141	150
West North Central.....	-3	-18	+1	+9	0	211	204	179
South Atlantic.....	+13	+5	+7	+11	-13	144	157	177
South Central.....	-3	-8	0	+10	-7	183	160	181
Pacific.....	+2	+3	+4	-8	-10	113	136	145

x Insufficient data to show separately.

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WHOLESALE TRADE REPORT

DECEMBER 1956

 U. S. DEPARTMENT OF COMMERCE
Sinclair Weeks, Secretary

 BUREAU OF THE CENSUS
Robert W. Burgess, Director

 FOR RELEASE
February 11, 1957

SALES AND INVENTORIES

Annual Sales

Sales of merchant wholesalers for the year 1956 were 8 percent ahead of 1955. Fourth quarter sales were 7 percent higher in 1956 than in 1955, somewhat better than the 5 percent gain noted in the third quarter but below the 10 percent increases over a year ago reported in the first and second quarters of 1956.

Durable goods trades, in total, showed an increase of 9 percent over 1955 sales as compared to an increase of 7 percent by the nondurable goods trades. Increases were reported in all but a few trades such as farm supplies (-2%), lumber, millwork (-3%), motor-vehicle distributors (-3%) and piece goods converters (-7%). Iron, steel scrap dealers registered the principal gain (39%) over annual 1955 sales. Other substantial increases were reported for coal (29%), iron, steel products (17%), nonferrous metals (15%), electrical apparatus and supplies (14%), and industrial machinery and equipment (12%).

All geographic divisions shared in the increased sales during 1956. The West South Central Division recorded the principal gain, 11 percent over 1955 sales, while the West North Central Division, up 4 percent, indicated the smallest increase.

December Sales

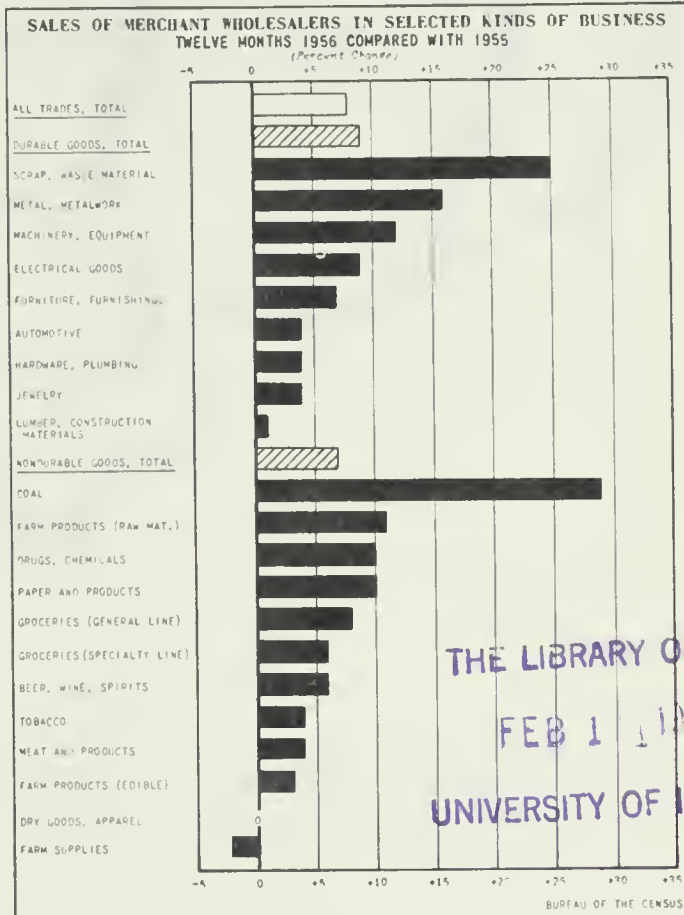
December 1956 sales of merchant wholesalers were off 6 percent from November but were 3 percent higher than sales a year ago. The sharpest decline from the previous month was a seasonal drop of 28 percent for clothing, furnishings and footwear. Other large decreases were noted by dry goods (23%), automotive equipment (19%), construction materials (19%) and plumbing and heating goods (15%). Among those reporting small increases over November were wine, distilled spirits (7%), electrical goods (6%), and beer, ale (4%). Compared with December sales a year ago, large increases were noted for farm products (raw materials) (33%), iron, steel scrap dealers (22%) and coal (13%). The largest decline was indicated by piece goods converters (17%).

In most geographic divisions, December 1956 sales were moderately below November but slightly above last December. The East South Central and the Pacific Divisions shared the largest decrease (9%) from the previous month while the West South Central Division reported the principal increase (10%) over a year ago. New England reported the only increase (2%) over previous month sales, while the Mountain Division experienced the only decline (3%) from a year ago.

Inventories

Inventories of wholesalers at year-end 1956 were off 2 percent from stocks on hand November 30, 1956, but were up 11 percent over a year ago. The December stock-sales ratio of 126 percent was 4 points above the previous month ratio and 6 points above the ratio for December 1955.

By trade, significant declines from previous month inventories were noted for wine, distilled spirits (16%), poultry and poultry products (14%), beer, ale (11%) and electrical appliances (10%); large increases



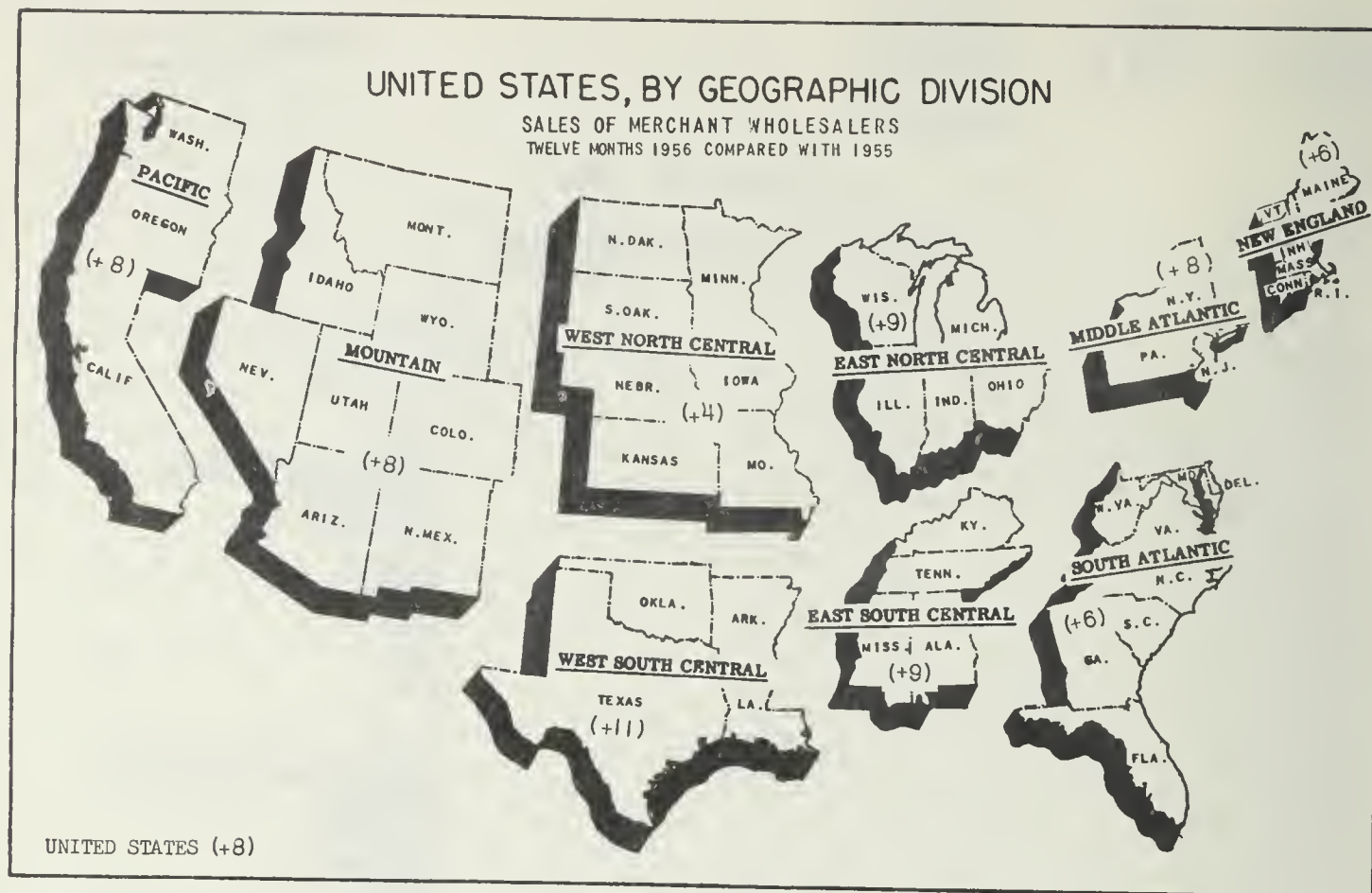
were reported for iron, steel products (11%), and farm supplies (10%). Changes from previous year inventories were more substantial with large increases reported by farm products (raw materials) (45%), nonferrous metals (28%), coal (25%), and iron, steel products (22%). The most significant decline was for piece goods converters (16%).

The East South Central and Pacific Divisions showed no change from previous month inventories but all other geographic divisions noted slight declines. Compared with a year ago, most divisions reported substantial increases. The outstanding increases occurred in the West South Central Division (22%) and the East South Central Division (31%), largely due to higher stocks of farm products (cotton) merchants.

General

Data shown in this report are based on a probability sample representative of all merchant wholesalers in the country. A description of the revised sample is included on page 2.

Each month approximately one week prior to the publication of this report, an advance release is issued containing percentage changes in sales and inventories and stock-sales ratios for most trades covered by this report. This advance release is available upon request.



DESCRIPTION OF SAMPLE, TERMINOLOGY AND KINDS OF BUSINESS

Scope of the Survey.--Wholesale trade includes several types of establishments: merchant wholesalers; manufacturers sales branches and sales offices; petroleum bulk stations; assemblers of farm products; and agents, brokers and commercial merchants. This survey is limited to merchant wholesalers which constitute the major portion of the broad field of wholesale trade. However, all kinds of business in which merchant wholesalers operate are represented in this survey.

Merchant wholesalers are described in the Standard Industrial Classification Manual developed by the Federal Bureau of the Budget, as "Establishments usually known as wholesalers, merchant wholesalers or jobbers, primarily engaged in buying, taking title to, and where customary, physically storing and handling goods and selling the goods at wholesale principally to retailers and industrial and commercial users. This group also includes industrial distributors, exporters, and importers, cash-and-carry wholesalers; drop shippers, wagon distributors, etc. The establishments included in this group may perform operations on the goods incidental to the wholesale trading and delivery, such as installing equipment, and fixtures; and collecting and baling waste materials. Firms which operate retail and manufacturing establishments in addition to their wholesale establishments report only for their merchant wholesale establishments. A description of each kind of business classification shown in this report is included on page 7.

Sample design.--Firms reporting in the survey are part of a probability sample representing merchant wholesalers in all kinds of business. Effective with the July 1956 survey, the sample was revised to bring it up-to-date on the basis of the most recent complete Census--the 1954 Census of Business. Over 17,000 firms (about 26,000 establishments) are included in this sample which was drawn from lists of all merchant wholesalers (about 165,000 establishments) in the 1954 Census of Business. The reporting panel includes a fixed panel of about 1,400 very large firms reporting monthly and four rotating panels each containing about 3,900 smaller firms which report every fourth month.

In any given month, the total reporting panel includes about 5,300 firms. This month, about 90 percent of this number of firm submitted their reports in time for the trend tabulations. The number of establishments reporting, previously shown as a measure of coverage, will no longer be shown since the trend comparisons are based on weighted values (see below). However, information on the number of establishments reporting for a trade and the number selected in the sample will be provided on request.

The number of firms selected in the sample for each kind of business varies from 150 to 650 firms, depending upon (a) the total number of firms in the trade, (b) the distribution of firms within the trade by sales-size, (c) the degree of reliability desired in the data, and

(d) whether geographic division trends were to be shown for the trade. This sample has been designed to develop monthly dollar volume estimates of sales and inventories by kind of business with a sampling variability for each trade of approximately 5 percent at the one sigma level. The sampling variability of the percentage changes based on this sample is expected to be somewhat lower. In those kinds of business for which percentage changes are shown by geographic division, the sample chosen for the national estimates was increased by about 50 percent to provide wider representation by geographic division. In some of these trades, however, data are not shown separately for some geographic divisions because even this increase in the sample size will not provide reliable results in all geographic divisions.

Each firm selected in the sample has an assigned weight which reflects its probability of selection (or, in other terms, the number of firms in the trade which it represents in the sample). Large firms are selected with certainty, thus having a weight of one (1). Other firms are sampled at varying rates, depending upon size, with smaller firms having a lower probability of selection and thus a larger weight.

Percentage changes.--For each firm reporting, data are available for each of the three months (current, previous, and year ago) for which comparisons are made. Sales and inventory figures reported for each firm are multiplied by its weight and the results summarized to obtain percentage changes of sales and inventories and stock-sales ratios. Data in this report are not adjusted for number of days in the month nor for seasonal or price fluctuations.

Sales include sales of merchandise and receipts from repairs or other services to customers after deducting returns and allowances, and discounts. Sales of merchandise for others on a commission basis are also included. Local and State sales taxes, and Federal excise taxes are included. Sales trends shown in this report reflect the operation of firms selected in the sample which were in business in each of the three months compared.

Inventory, end-of-month represents stock, at cost value, of merchandise on hand for sale at the end of the month. Inventory trends are based on reports from only those firms which included data for all three periods compared. The number of firms reporting inventories is generally smaller than the number reporting sales. Some firms cannot submit inventory data in time for tabulation but furnish sales figures only.

Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for those firms reporting inventories in conjunction with sales. Excluded from these ratios were all firms which report "zero" inventories (e.g., drop shippers). No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.

Table 1.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS

DECEMBER 1956

Kind of business	Sales			Inventory, end-of-month (at cost)		Stock-sales ratios (percent)		
	Percent change			Percent change, December 1956 from--				
	December 1956 from--		12 mo. 1956 from 12 mo. 1955	December 1956 from--		December 1956	December 1955	November 1956
	December 1955	November 1956		December 1955	November 1956			
MERCHANT WHOLESALERS, TOTAL	+3	-6	+8	+11	-2	126	120	122
Durable goods, total	+1	-6	+9	+11	-1	162	148	153
Automotive wholesalers.....	-5	-16	+4	+5	-1	208	193	168
Motor-vehicle distributors.....	-5	-1	-3	+15	+9	126	117	110
Automotive equipment, tire-tube wholesalers.....	-5	-19	+7	+3	-2	226	208	179
Electrical, electronics, appliance distributors.....	+3	+6	+9	+17	-8	136	124	158
Electrical apparatus, supplies distributors.....	+4	+5	+14	+18	-6	125	114	143
Electrical appliances, TV, radio sets, electronic parts, distributors.....	+2	+7	+4	+15	-10	149	136	175
Furniture, home furnishings wholesalers.....	+3	-11	+7	+5	-7	178	167	169
Furniture wholesalers.....	+1	-3	+7	+6	-7	193	176	201
Home furnishings, floor coverings wholesalers.....	+5	-14	+7	+4	-7	170	161	150
Hardware, plumbing-heating goods wholesalers.....	-4	-12	+4	+1	-2	232	219	207
Hardware wholesalers.....	-2	-9	+5	+2	-2	242	232	219
Plumbing, heating equipment, supplies distributors.....	-6	-15	+3	+1	-2	220	206	193
Lumber, construction materials distributors.....	-3	-16	+1	-1	+4	132	124	101
Lumber, millwork wholesalers.....	-10	-13	-3	-5	+7	147	134	114
Construction materials distributors.....	+5	-19	+6	+3	0	116	112	89
Machinery, equipment, supplies distributors.....	0	-5	+12	+17	+1	186	161	177
Air conditioning, commercial refrigeration equipment, distributors.....	+6	-1	+6	+13	-5	158	155	180
Commercial machines, equipment distributors.....	-3	-5	+9	+19	+1	198	151	173
Industrial machinery, equipment, supplies distributors.....	-2	-1	+12	+18	+3	152	127	149
Professional equipment, supplies distributors.....	0	-8	+9	+12	-3	175	165	162
Surgical, medical, hospital supply houses.....	-1	+2	+9	+9	-3	150	145	147
Service establishment supply houses.....	+3	-9	+9	+1	-2	139	148	131
Metals, metalwork (except scrap) distributors.....	+4	-3	+16	+22	+10	181	148	156
Iron, steel and products distributors.....	+1	-11	+17	+22	+11	229	187	182
Nonferrous metals distributors.....	+10	+13	+15	+28	+3	76	61	83
Scrap, waste materials dealers.....	+12	0	+25	+8	-2	54	51	53
Iron, steel scrap dealers.....	+22	0	+39	+14	-6	42	42	39
Waste materials dealers.....	-8	-1	+5	0	+2	78	68	78
Jewelry wholesalers.....	+6	-6	+4	+3	-6	120	130	131
Nondurable goods, total	+5	-5	+7	+12	-4	100	98	99
Grocery, confectionery, meat wholesalers.....	+3	-3	+6	+5	-2	80	81	80
General-line grocery wholesalers.....	+5	-6	+8	+4	-5	102	104	100
Voluntary groups.....	+7	-2	+10	0	-5	88	98	92
Retailer-cooperative.....	+12	-2	+12	+3	-6	81	85	81
Nonaffiliated.....	+3	-10	+5	+6	-4	123	122	112
Specialty-line grocery wholesalers.....	-1	+1	+6	+6	+2	80	80	81
Confectionery wholesalers.....	+5	-3	+2	+1	-7	60	65	65
Meat, meat products wholesalers.....	+5	-3	+4	+1	-6	20	20	21
Farm products (edible) distributors.....	-4	-2	+3	+7	-9	23	21	26
Poultry, poultry products distributors.....	-10	-2	+2	+4	-14	20	17	24
Fresh fruit, vegetable wholesalers.....	-1	-2	+4	+8	-7	26	24	27
Beer, wine, distilled spirits wholesalers.....	+4	+6	+6	+9	-15	86	79	109
Beer, ale distributors.....	+4	+4	+5	+8	-11	51	48	60
Wine, distilled spirits wholesalers.....	+3	+7	+7	+10	-16	105	97	139
Drugs, chemicals, allied products wholesalers.....	+3	-9	+10	+9	-1	152	144	138
Drug wholesalers (general and specialty lines).....	+3	-8	+11	+10	-3	162	152	151
Industrial chemicals, explosives wholesalers.....	+3	-10	+9	+9	+2	120	110	100
Paint, varnish wholesalers.....	-1	-13	+4	+6	+2	211	214	206
Tobacco distributors.....	+3	+2	+4	+7	-9	52	50	56
Dry goods, apparel wholesalers.....	-1	-23	0	-2	0	191	184	157
Clothing, furnishings, footwear wholesalers.....	-2	-28	+2	+8	-3	179	155	131
Dry goods wholesalers (general and specialty lines).....	-7	-23	+2	0	+2	205	201	175
Piece goods converters.....	-17	-12	-7	-16	-2	177	189	165
Paper, allied products wholesalers.....	-3	-11	+10	+7	-2	128	116	115
Paper wholesalers.....	-4	-11	+10	+8	-3	130	115	115
Stationery, wallpaper wholesalers.....	+4	-7	+10	+5	-2	117	119	113
Farm products (raw materials) merchants.....	+1	-12	+11	+45	-3	167	149	143
Other nondurable goods wholesalers.....	+7	-1	+10	+11	-1	89	100	87
Amusement, sporting goods distributors.....	+3	-5	+10	+5	-10	128	126	135
Book, magazine, newspaper wholesalers.....	+5	+3	+9	+2	-13	93	93	114
Coal wholesalers.....	+13	-2	+29	+25	-4	126	146	116
Farm supplies wholesalers.....	+8	-1	-2	+14	+10	220	227	197

r Revised from Pres. Release of December 1956.

Table 2.- CUMULATIVE SALES TRENDS OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS

Kind of business	Percentage change in cumulative sales 1956 compared with 1955						
	1st quarter	2nd quarter	3rd quarter	4th quarter	1st half	2nd half	Annual
MERCHANT WHOLESALERS, TOTAL.....	+10	+10	+5	+7	+10	+6	+8
Durable goods, total.....	+17	+13	+3	+5	+14	+4	+9
Automotive wholesalers.....	+7	+4	+6	0	+5	+3	+4
Motor-vehicle distributors.....	+8	-7	-8	-10	0	-9	-3
Automotive equipment, tire-tube wholesalers.....	+7	+9	+9	+2	+8	+5	+7
Electrical, electronics, appliance distributors.....	+13	+18	+3	+5	+15	+4	+9
Electrical apparatus, supplies distributors.....	+19	+24	+6	+7	+22	+7	+14
Electrical appliances, TV, radio sets, electronic parts, distributors.....	+6	+9	0	+3	+7	+1	+4
Furniture, home furnishings wholesalers.....	+11	+8	+5	+5	+9	+5	+7
Furniture wholesalers.....	+12	+8	+5	+5	+10	+5	+7
Home furnishings, floor coverings wholesalers.....	+10	+8	+5	+5	+9	+5	+7
Hardware, plumbing-heating goods wholesalers.....	+6	+8	+1	+1	+7	+1	+4
Hardware wholesalers.....	+9	+6	+1	+2	+7	+2	+5
Plumbing, heating equipment, supplies distributors.....	+4	+11	+1	0	+7	0	+3
Lumber, construction materials distributors.....	+5	+1	-4	+2	+3	-1	+1
Lumber, millwork wholesalers.....	+3	-1	-7	-3	0	-5	-3
Construction materials distributors.....	+11	+6	+1	+9	+8	+5	+6
Machinery, equipment, supplies distributors.....	+19	+15	+6	+8	+17	+7	+12
Air conditioning, commercial refrigeration equipment, distributors.....	+7	+9	+3	+5	+8	+4	+6
Commercial machines, equipment distributors.....	+12	+13	+5	+7	+13	+6	+9
Industrial machinery, equipment, supplies distributors.....	+23	+20	+3	+6	+21	+4	+12
Professional equipment, supplies distributors.....	+13	+8	+10	+8	+10	+9	+9
Surgical, medical, hospital supply houses.....	+11	+8	+16	+3	+9	+9	+9
Service establishment supply houses.....	+13	+6	+8	+9	+9	+8	+9
Metals, metalwork (except scrap) distributors.....	+32	+21	+8	+9	+26	+9	+16
Iron, steel and products distributors.....	+33	+21	+8	+11	+27	+9	+17
Nonferrous metals distributors.....	+31	+20	+10	+5	+25	+7	+15
Scrap, waste materials dealers.....	+56	+35	+3	+15	+45	+10	+25
Iron, steel scrap dealers.....	+69	+48	+10	+33	+57	+23	+39
Waste materials dealers.....	+36	+13	-6	-12	+24	-9	+5
Jewelry wholesalers.....	+4	+8	+1	+4	+6	+2	+4
Nondurable goods, total.....	+6	+7	+5	+7	+7	+7	+7
Grocery, confectionery, meat wholesalers.....	+7	+7	+6	+5	+7	+6	+6
General-line grocery wholesalers.....	+7	+8	+6	+9	+8	+8	+8
Voluntary groups.....	+10	+11	+8	+9	+11	+8	+10
Retailer-cooperative.....	+8	+13	+10	+17	+10	+14	+12
Nonaffiliated.....	+6	+5	+4	+5	+5	+4	+5
Specialty-line grocery wholesalers.....	+12	+9	+6	0	+11	+3	+6
Confectionery wholesalers.....	+5	0	0	+6	+2	+2	+2
Meat, meat products wholesalers.....	-2	-1	+8	+10	-2	+9	+4
Farm products (edible) distributors.....	+6	+4	+5	-1	+5	+2	+3
Poultry, poultry products distributors.....	+10	+7	0	-6	+7	-3	+2
Fresh fruit, vegetable wholesalers.....	-1	+5	+7	+3	+2	+5	+4
Beer, wine, distilled spirits wholesalers.....	+7	+5	+4	+10	+6	+7	+6
Beer, ale distributors.....	+5	+3	+4	+7	+4	+5	+5
Wine, distilled spirits wholesalers.....	+8	+6	+3	+11	+7	+8	+7
Drugs, chemicals, allied products wholesalers.....	+11	+11	+7	+11	+11	+9	+10
Drug wholesalers (general and specialty lines).....	+12	+15	+8	+10	+13	+9	+11
Industrial chemicals, explosives wholesalers.....	+9	+8	+5	+16	+8	+10	+9
Paint, varnish wholesalers.....	+8	+1	+4	+3	+4	+4	+4
Tobacco distributors.....	+5	+2	+3	+7	+3	+5	+4
Dry goods, apparel wholesalers.....	+2	-1	+1	-2	0	-1	0
Clothing, furnishings, footwear wholesalers.....	+2	-2	+10	+1	0	+4	+2
Dry goods wholesalers (general and specialty lines).....	+5	+7	0	-1	+6	-1	+2
Piece goods converters.....	-1	-11	-9	-10	-6	-10	-7
Paper, allied products wholesalers.....	+14	+11	+8	+6	+12	+7	+10
Paper wholesalers.....	+14	+11	+8	+7	+13	+7	+10
Stationery, wallpaper wholesalers.....	+11	+11	+7	+13	+11	+10	+10
Farm products (raw materials) merchants.....	-7	+13	+11	+23	+2	+18	+11
Other nondurable goods wholesalers.....	+10	+15	+8	+6	+11	+7	+10
Amusement, sporting goods distributors.....	+9	+10	+12	+8	+10	+10	+10
Book, magazine, newspaper wholesalers.....	+9	+12	+10	+6	+10	+8	+9
Coal wholesalers.....	+34	+31	+24	+19	+32	+22	+29
Farm supplies wholesalers.....	-8	-1	+2	+4	-5	+3	-2

Table 3.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS

DECEMBER 1956

Kind of business and geographic division (See map page 2)	Sales			Inventory, end- of-month (at cost)		Stock-sales ratio (percent)		
	Percent change							
	December 1956 from--		12 mo. 1956 from 12 mo. 1955	Percent change, Dec. 1956 from--		Dec. 1956	Dec. 1955	Nov. 1956
	Dec. 1955	Nov. 1956		Dec. 1955	Nov. 1956			
MERCHANT WHOLESALERS, TOTAL	+3	-6	+8	+11	-2	126	120	122
New England	+3	+2	+6	+2	-5	102	107	108
Middle Atlantic	+4	-4	+8	+9	-2	112	106	110
East North Central	+2	-7	+9	+13	-2	121	111	111
West North Central	+2	-9	+4	+3	-3	144	143	136
South Atlantic	+1	-6	+6	+5	-4	133	126	134
East South Central	+2	-9	+9	+31	0	180	150	167
West South Central	+10	-1	+11	+22	-1	118	120	116
Mountain	-3	-8	+8	+12	-4	133	119	131
Pacific	+4	-9	+8	+12	0	145	136	131
Automotive equipment, tire-tube wholesalers	-5	-19	+7	+3	-2	226	208	179
New England	-1	-16	+5	+16	+6	111	89	83
Middle Atlantic	-15	-17	+8	+1	+3	239	196	186
East North Central	+1	-22	+6	0	-9	233	226	171
West North Central	-17	-18	+3	+4	-2	239	247	214
South Atlantic	+5	-27	+4	+5	-3	242	246	173
East South Central	-10	-15	+8	+11	-2	309	261	247
West South Central	-3	-12	+12	+3	+2	279	259	243
Mountain	+6	-11	+10	+2	-3	230	238	257
Pacific	-3	-20	+6	+2	-3	192	181	154
Electrical apparatus, supplies distributors	+4	+5	+14	+18	-6	125	114	143
New England	+10	+22	+20	+10	-3	93	93	127
Middle Atlantic	0	-4	+18	+22	-3	120	101	127
East North Central	-3	+4	+8	+16	-6	120	101	134
West North Central	+13	+10	+11	+20	-5	143	136	162
South Atlantic	+1	+4	+13	+6	-9	118	119	136
East South Central	+10	+33	+14	+40	-4	124	138	178
West South Central	+23	+20	+19	+36	-6	152	138	194
Mountain	+12	+6	+9	+16	-4	137	131	151
Pacific	+7	0	+14	+10	-7	127	123	137
Elect. appliances, TV, radio sets, electronic parts distributors	+2	+7	+4	+15	-10	149	136	175
New England	+14	+14	+5	+11	-2	128	133	142
Middle Atlantic	+15	+14	+10	+35	-7	139	121	163
East North Central	+2	+5	+5	+17	-12	147	139	182
West North Central	-5	+4	-5	+5	-14	180	161	223
South Atlantic	-8	+14	+1	+12	-9	146	152	185
East South Central	-8	-5	-3	+7	+2	201	203	175
West South Central	-19	-9	0	-8	-8	225	183	225
Pacific	+8	+6	+5	+28	-13	133	112	162
Furniture, home furnishings wholesalers	+3	-11	+7	+5	-7	178	167	169
Middle Atlantic	+3	-16	+6	-2	-8	165	165	145
East North Central	+8	0	+8	+13	-8	146	140	155
West North Central	+1	-12	+1	+27	+8	276	245	220
South Atlantic	-2	-13	+6	+6	-8	196	161	168
South Central	-5	+11	+3	-7	-14	173	170	214
Pacific	+9	-11	+8	+1	-2	181	155	158
Hardware wholesalers	-2	-9	+5	+2	-2	242	232	219
Middle Atlantic	-10	-12	+5	+6	-2	252	210	236
East North Central	-1	-10	+6	+5	+3	247	224	198
West North Central	-4	-20	+3	-5	-3	266	277	219
South Atlantic	0	+4	+5	-3	0	208	221	204
East South Central	-5	-12	+2	0	-8	225	212	214
West South Central	-11	-17	+6	+4	0	293	251	243
Pacific	+4	-5	+5	+1	-4	228	244	228
Plumbing, heating equipment, supplies distributors	-6	-15	+3	+1	-2	220	206	193
New England	-6	-9	+4	-1	-7	180	185	182
Middle Atlantic	-8	-14	+5	-2	-1	194	179	164
East North Central	-14	-23	+7	+1	-3	249	210	199
West North Central	+1	-16	-2	+8	+2	251	232	206
South Atlantic	0	-6	+3	+1	-8	203	207	206
South Central	-11	-17	-3	-1	-4	233	211	204
Pacific	+6	-16	+2	+1	+3	227	234	202
Lumber, construction materials distributors	-3	-16	+1	-1	+4	132	124	101
New England	0	-17	-1	-14	-21	41	65	45
Middle Atlantic	+2	-13	+2	-3	+6	116	93	77
East North Central	0	-17	+4	-5	+6	162	160	117
West North Central	-20	-21	-5	-9	-5	183	142	133
South Atlantic	-5	-22	+3	-7	+1	124	112	84
South Central	-16	-11	-5	+7	+8	131	98	108
Pacific	+4	-10	+1	+11	+2	144	169	124

Table 3.-TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS--Continued

DECEMBER 1956

Kind of business and geographic division (See map page 2)	Sales			Inventory, end- of-month (at cost)		Stock-sales ratios (percent)		
	Percent change							
	December 1956 from--		12 mo. 1956 from	Percent change, Dec. 1956 from--		Dec. 1956	Dec. 1955	Nov. 1956
	Dec. 1955	Nov. 1956	12 mo. 1955	Dec. 1955	Nov. 1956			
Industrial machinery, equipment, supplies distributors.....	-2	-1	+12	+18	+3	152	127	149
New England.....	+1	+7	+8	+16	+1	128	140	134
Middle Atlantic.....	+4	+7	+13	+12	+5	166	138	174
East North Central.....	-2	-10	+13	+22	+3	143	109	124
West North Central.....	-3	+1	+8	+10	+4	144	119	128
South Atlantic.....	+13	-2	+12	+25	-13	110	99	172
South Central.....	-7	-6	+16	+15	+3	143	123	139
Mountain.....	-6	+3	+8	+21	+5	217	199	211
Pacific.....	-3	+6	+7	+13	-1	177	159	189
General-line grocery wholesalers.....	+5	-6	+8	+4	-5	102	104	100
Middle Atlantic.....	0	-6	+6	-3	+2	127	132	116
East North Central.....	+11	-6	+9	+12	0	104	105	94
West North Central.....	+5	-9	+7	-4	-6	87	97	78
South Atlantic.....	+5	-4	+3	-1	-10	119	126	130
East South Central.....	-2	-3	+2	+3	-7	95	100	104
West South Central.....	+10	-10	+9	+8	-8	112	115	109
Mountain.....	-3	-22	+14	+12	-9	131	112	115
Pacific.....	+11	-3	+15	+6	-4	82	90	81
Specialty-line grocery wholesalers.....	-1	+1	+6	+6	+2	80	80	81
New England.....	+6	-10	+7	-3	-7	159	164	162
Middle Atlantic.....	+1	+8	+5	+11	+7	69	62	72
East North Central.....	+5	0	+8	+2	-2	83	87	84
South Atlantic.....	-14	-13	+4	+29	-5	104	75	93
South Central.....	+4	+6	+7	+18	-3	59	59	67
Pacific.....	-3	-8	+7	-13	-4	81	100	69
Fresh fruit, vegetable wholesalers.....	-1	-2	+4	+8	-7	26	24	27
New England.....	+20	-17	+8	+38	-22	12	11	13
Middle Atlantic.....	-1	-10	+3	+8	-10	25	21	23
East North Central.....	+8	-3	+5	+6	+4	24	26	23
West North Central.....	-13	+4	-2	-2	-5	41	34	42
South Atlantic.....	+6	+12	+3	+7	-17	27	27	34
South Central.....	-11	+21	+5	-3	-24	20	13	30
Pacific.....	-4	+1	+3	+19	-6	25	21	27
Drug wholesalers (general and specialty lines).....	+3	-8	+11	+10	-3	162	152	151
New England.....	-4	-3	+7	+13	-3	191	168	192
Middle Atlantic.....	0	-8	+7	+4	-2	143	135	126
East North Central.....	-3	-10	+11	+10	-2	167	146	147
West North Central.....	+4	-8	+11	+5	-3	154	146	149
South Atlantic.....	+2	-9	+14	+9	-6	170	166	162
East South Central.....	+1	-9	+11	+8	-1	175	164	166
West South Central.....	+1	-5	+12	+8	-6	195	182	197
Mountain.....	+15	-12	+18	+21	+1	196	171	179
Pacific.....	+22	-8	+15	+18	+1	139	140	129
Tobacco distributors.....	+3	+2	+4	+7	-9	52	50	56
New England.....	-1	+6	+2	-1	-10	50	49	59
Middle Atlantic.....	+2	+2	+3	+7	-3	54	52	55
East North Central.....	+4	+6	+4	+8	-5	43	42	48
West North Central.....	-3	-4	-1	+3	+6	61	59	56
South Atlantic.....	+5	+3	+7	+4	-17	57	59	66
South Central.....	-2	-7	+4	0	-12	48	48	50
Pacific.....	+10	+3	+7	+37	-11	68	53	68
Dry goods, apparel wholesalers.....	-8	-23	0	-2	0	191	184	157
New England.....	+2	-2	+3	-18	-1	152	178	142
Middle Atlantic.....	-7	-22	-2	-6	-1	172	171	146
East North Central.....	-13	-29	+4	+9	-6	145	143	110
West North Central.....	-12	-33	0	+18	+8	363	313	243
South Atlantic.....	-14	-26	+5	+1	-9	226	192	176
South Central.....	-19	-29	-2	(x)	(x)	(x)	(x)	(x)
Pacific.....	-12	-24	+2	+9	-2	206	156	153

x Insufficient data to show separately.

DESCRIPTION OF KINDS OF BUSINESS

All kinds of business in which merchant wholesalers operate are represented in this survey. The kinds of business shown in this report parallel broad classifications used in the 1954 Census of Business covering wholesale trade. Each establishment in this survey has been assigned a kind-of-business classification based upon its trade designation and an analysis of its annual 1954 sales by commodity lines as reported in the 1954 Census of Business. A description of each kind-of-business classification in this report is given below.

DURABLE GOODS

Automotive wholesalers

Motor-vehicle distributors.--Merchant wholesale establishments primarily engaged in selling new and used passenger automobiles and similar motor vehicles, road-type trucks, truck-tractors, busses, trailers, and semitrailers to dealers or to fleet operators, industrial accounts, and to commercial users. Dealers in road-type trucks, truck-tractors, and truck-trailers are included here on the basis of kind-of-goods sold.

Automotive equipment, tire-tube wholesalers.--Merchant wholesale establishments--frequently referred to as jobbers in this trade--primarily engaged in selling automotive equipment, accessories, parts, tires, tubes and garage equipment and tools.

Electrical, electronics, appliance distributors

Electrical apparatus, supplies wholesalers.--Merchant wholesale establishments selling a general line of electrical goods such as electrical equipment and apparatus; wiring supplies and construction materials; lighting fixtures and lamps; radio and television sets and accessories; electric refrigerators and other electrical appliances and specialties; and electronic parts and equipment; and those primarily engaged in selling such electrical equipment and apparatus; wiring supplies and construction materials, and lighting fixtures and lamps, as conduits and fittings, interior wires and cables, wiring devices, safety switches, poles, crossarms, pole-line hardware, outside wires and cables, residential, commercial, and industrial lighting fixtures, and incandescent and fluorescent lamps. Establishments specializing in the sale of electrical prime movers and other electrical power equipment for the generation, transmission, or utilization of electric energy are also included.

Electrical appliances, TV, radio sets, electronic parts distributors.--Merchant wholesale establishments primarily engaged in selling such electrical appliances and specialties as radio and television sets, dish washers, electric refrigerators, electric ranges, washing machines, ironers, radio and television parts and accessories, home freezers, sewing machines, hot water heaters, electric irons, percolators, clocks, hotplates, vacuum cleaners, etc., and electronic tubes, electronic replacement parts and accessories, and transmission and sound equipment.

Furniture, home furnishings wholesalers

Furniture wholesalers.--Merchant wholesale establishments primarily engaged in selling home or office furniture--wooden, metal or other.

Home furnishings, floor coverings wholesalers.--Merchant wholesale establishments primarily engaged in selling household china, glassware, and earthenware; floor coverings (carpets, rugs, linoleums, etc.); antique home furnishings; and miscellaneous home furnishings such as brooms, brushes, curtains, draperies, pictures and picture frames, window shades, kitchen utensils, phonograph records, and musical instruments.

Hardware, plumbing, heating goods wholesalers

Hardware wholesalers.--Merchant wholesale establishments selling a general line of merchandise sufficiently broad to service retail hardware stores and the hardware departments of other outlets--general-line hardware wholesalers; and establishments primarily engaged in selling builders hardware, heavy hardware, shelf or light hardware, and hardware specialties such as tools, cutlery, bolts, nuts, rivets, screws, padlocks, keys, and the like--specialty-line hardware wholesalers.

Plumbing, heating equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling plumbing and heating equipment and supplies such as plumbing fixtures, including sanitary ware; steam and hot water heating boilers, radiators, parts, and fittings; stoves, ranges, furnaces, and other types of heating apparatus (except electric); oil burners; gas appliances and supplies; plumbing pipe, valves, and fittings; and plumbers brass goods.

Lumber, construction materials distributors

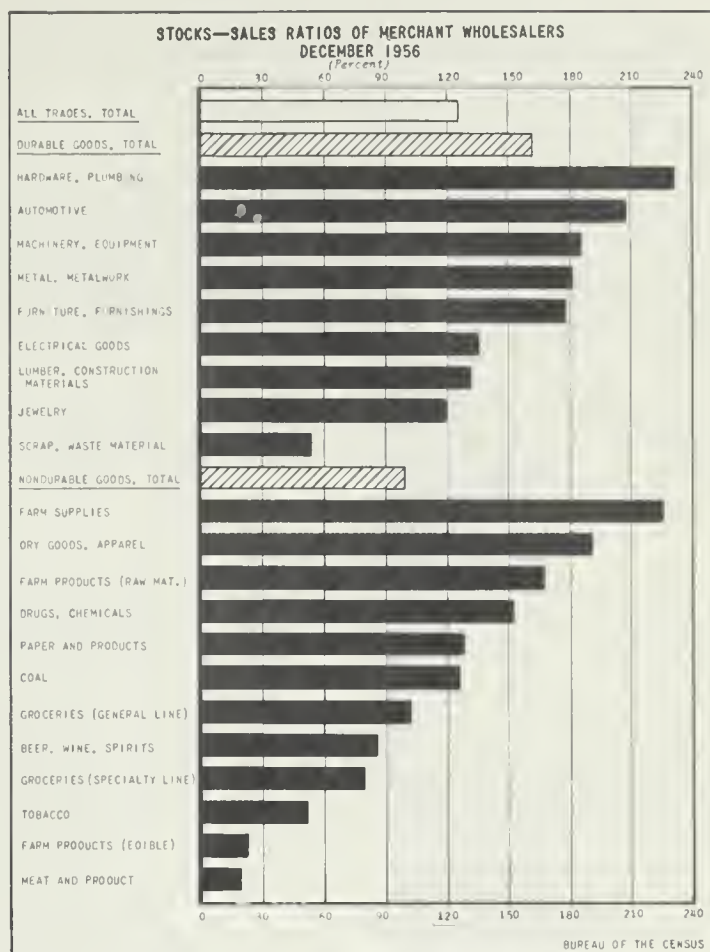
Lumber, millwork wholesalers.--Merchant wholesale establishments primarily engaged in selling lumber and millwork such as rough, dressed, and finished lumber; sheathing, siding, flooring, shingles, plywood, veneers, doors, sashes, frames, interior woodwork and trim.

Construction materials distributors.--Merchant wholesale establishments primarily engaged in selling such construction materials as brick, tile, and terra cotta; cement, lime, and plaster; building glass; sand, gravel, and crushed stone, ready-mixed concrete; roofing, siding and insulation; and stone, slate, concrete products, and building board.

Machinery, equipment, supplies distributors

Air conditioning, commercial refrigeration equipment distributors.--Merchant wholesale establishments primarily engaged in selling commercial refrigeration equipment (including electric) such as refrigerators, display cases, freezers, dispensers, water coolers, food locker equipment; and those selling air conditioning and ventilating equipment and supplies, including fans, blowers, and accessories. Establishments specializing in the sale of commercial refrigeration components and accessories are also included in this classification.

Commercial machines, equipment distributors.--Merchant wholesale establishments primarily engaged in selling office machines and equipment (except furniture) such as adding machines, typewriters, addressing, duplicating, sealing, computing, stapling, accounting, and statistical machines; restaurant and hotel equipment such as coffee urns, steam tables, china, glassware, silverware, linens, and related items; store machines and fixtures such as display fixtures, show racks, pricing equipment, cash registers, scales, meat slicers and grinders, coffee grinders, etc.; and such related equipment as florists' supplies, theater supplies and equipment, and parking meters. Establishments primarily engaged in selling to users are included, as well as those selling to dealers.



Machinery, equipment, supplies distributors--continued

Industrial machinery, equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling machinery, equipment, and supplies to manufacturing and mining concerns. Included here are establishments selling industrial machinery; industrial belting, hose, and packing; machine tools, mine and mill supplies; oil well and oil refining supplies; printing machinery and supplies; industrial rope, cordage, and twine; industrial materials, handling equipment; power transmission equipment; and machinery and equipment for such industries as food products, woodworking, shoe manufacturing, tanning, textile, and paper and pulp.

Professional equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling dental supplies (chairs, sterilizers, cabinets, instruments, dental gold and alloys, waxes, teeth, and the like); religious supplies (church goods and religious articles such as statuary, vestments, fonts, candles, religious pictures, calendars, literature, etc.); school equipment and supplies (desks, blackboards, chalk, rulers, wall and globe maps, etc.); optical goods; surgical, medical, hospital supplies, and equipment; artists supplies; engineering instruments and supplies; and supplies for other professions.

Surgical, medical, hospital supply houses.--Merchant wholesale establishments primarily engaged in selling surgical and medical instruments; doctors apparatus and equipment; orthopedic appliances; artificial limbs; operating room and other hospital equipment; X-ray machines and accessories and other scientific instruments used by physicians and in hospitals.

Service establishment, supply houses.--Merchant wholesale establishments primarily engaged in selling barber and beauty supplies; laundry, dry cleaning equipment, supplies (washing, drying, ironing, and pressing machines; laundry soaps and chemicals; dry cleaning fluids, marking equipment, etc.); shoe service supplies and equipment; undertakers supplies (caskets, burial vaults, burial garments, embalming chemicals and preparations, and other morticians and funeral equipment); upholsterers supplies (fabrics, leather and fillings, and other types of supplies used in the upholstery trade); and miscellaneous service equipment, such as janitors' supplies, furriers' supplies, bootblack's supplies, and hat cleaners' supplies.

Other industrial machinery, equipment distributors (not shown separately in accompanying table).--Merchant wholesale establishments primarily engaged in selling (a) transportation equipment such as aircraft and aeronautical equipment, supplies; railroad equipment, supplies; marine equipment, supplies; and other transportation equipment and supplies; (b) construction machinery, equipment such as road building machinery, excavating and dredging machinery, derricks, cranes, hoists, and winches; and related construction equipment as pneumatic hammers, concrete construction clamps and forms, scaffolding, chutes, and wheelbarrows--but not construction materials, and (c) farm-garden machinery, equipment (including tractors) used in the preparation and maintenance of the soil, the planting and harvesting of crops, and other operations and processes pertaining to agriculture; dairy machinery and equipment, such as milking machines and cream separators; poultry equipment, such as incubators, brooders, and feeders and irrigation equipment.

Metals, metalwork (except scrap) distributors

Iron, steel, and products distributors.--Merchant wholesale establishments usually referred to as steel warehouses--primarily engaged in selling iron and steel products such as semifinished forms and shapes, plates, sheets, strips, bars, structural shapes, piling, nails, tubular products, wire products, forgings and castings. Steel warehouses of firms operating steelworks and rolling mills are also included here.

Nonferrous metals distributors.--Merchant wholesale establishments primarily engaged in selling nonferrous metals and metalwork such as aluminum, copper, tin, brass, lead, and zinc.

Scrap, waste materials dealers

Iron, steel scrap dealers.--Merchant wholesale establishments primarily engaged in assembling, breaking up, sorting, and selling all forms of iron and steel scrap.

Waste materials dealers.--Merchant wholesale establishments primarily engaged in assembling, sorting, and selling such waste materials as nonferrous scrap metals, waste paper, rags, wiping cloths, textile wastes, scrap rubber, and other waste and salvage materials. Scrap iron and steel may be handled as secondary lines.

Jewelry wholesalers

Jewelry wholesalers.--Merchant wholesale establishments primarily engaged in selling a general-or specialty-line of jewelry such as clocks and watches; precious stones and metals; watch materials, jewelers supplies; costume jewelry; and miscellaneous items such as silverware, plated ware, medals, trophies, semi-precious stones, and insignia.

NONDURABLE GOODS

Grocery, confectionery, meat wholesalers

General-line grocery wholesalers.--Merchant wholesale establishments handling a general line of dry groceries and processed foods usually sold in retail grocery stores, such as canned foods, flour, sugar, coffee, tea and spices, as well as such nonfood items as household chemicals, soaps and detergents, paper products, brooms, brushes, etc. Voluntary group wholesalers, retailer-cooperative warehouses, and cash-and-carry depots are included, as well as nonaffiliated general-line grocery wholesalers.

Specialty-line grocery wholesalers.--This classification includes two general types of merchant wholesale establishments: Those handling a combination of grocery items, no one item predominating, but not a sufficiently broad line of commodities to be classified as "general line"; and those primarily engaged in selling specialized lines of groceries and related products, such as canned foods; coffee, tea, and spices; dairy products; dried fruits and nuts; frosted and frozen foods; fish and seafood; bakery products; packaged breakfast cereals; flour; cooking oils and shortening; and soft drinks.

Confectionery wholesalers.--Merchant wholesale establishments primarily engaged in selling candy, chewing gum, popcorn, potato chips, salted nuts, fountains, fruits and syrups, and related items. Cigars, cigarettes, and other products are also frequently handled as secondary lines.

Meat, meat products wholesalers.--Merchant wholesale establishments primarily engaged in selling fresh, frozen, cured or processed (but not canned) meats, lard, and other edible meat products. Secondary lines such as butter, cheese, eggs, dressed poultry, vegetable shortening, and canned meats are frequently handled.

Farm products (edible) distributors

Poultry, poultry products distributors.--Merchant wholesale establishments primarily engaged in selling live or dressed poultry, eggs, and related products. Establishments primarily engaged in dressing poultry are considered manufacturers.

Fresh fruit, vegetable wholesalers.--Merchant wholesale establishments primarily engaged in selling fresh fruits, vegetables, berries, melons, and related items.

Beer, wine, distilled spirits wholesalers

Beer, ale distributors.--Merchant wholesale establishments primarily engaged in selling beer, ale, porter, stout and other fermented malt liquors. Soft drinks, confectionery, tobacco, wines, and spirits are frequently handled as secondary lines.

Wine, distilled spirits wholesalers.--Merchant wholesale establishments primarily engaged in selling wines, whiskey, gin, rum, brandy, and other spirits, including neutral spirits and ethyl alcohol used in blending. Merchants who bottle and sell wines and distilled spirits manufactured in bulk by others, liquor departments of drug wholesalers, and State-operated wholesale outlets are included. State depots primarily engaged in supplying State liquor stores, however, are not included in wholesale trade.

Drugs, chemicals, allied products wholesalersDrug wholesalers (general and specialty lines)

General-line drug wholesalers (not shown separately).--Merchant wholesale establishments engaged in selling a full line of drugs, pharmaceuticals, proprietary medicines, druggists rubber goods, cosmetics, toiletries, drug sundries, and related merchandise. Cooperatives and voluntary group wholesalers handling a full line of drugs are also included in this classification. Liquor departments of drug wholesalers, however, are included with "wines and distilled spirits wholesalers."

Specialty-line drug wholesalers (not shown separately).--Merchant wholesale establishments primarily engaged in selling proprietary medicines, toilet preparations, and articles such as drugs, perfumes, cosmetics, powders, shaving preparations, toilet soap, dentifrices, combs, brushes, mirrors, medical glass, bandages, rubber goods, and antiseptics.

Drugs, chemicals, allied products wholesalers--Continued

Industrial chemicals, explosives wholesalers.--Merchant wholesale establishments primarily engaged in selling such industrial and heavy chemicals as coal-tar chemicals, plastics, compressed and liquefied gases (except LP gas), acids, ammonia, soda, industrial alcohols, explosives, dyestuffs, naval stores, etc. Concerns primarily engaged in selling pyrotechnics and ammunition for small arms are included in "Amusement and sporting goods wholesalers."

Paint, varnish wholesalers.--Merchant wholesale establishments primarily engaged in selling paints, varnishes, lacquers, enamels, calcimines, shellac, and stains. Glass, wallpaper, painters supplies, oils, chemicals, and related products are frequently handled as secondary lines.

Tobacco distributors

Tobacco distributors.--Merchant wholesale establishments primarily engaged in selling manufactured tobacco products such as cigars, cigarettes, chewing and smoking tobacco, and snuff. Confectionery, smokers articles, razor blades, playing cards, etc., are frequently handled as secondary lines.

Dry goods, apparel wholesalers

Clothing, furnishings, footwear wholesalers.--Merchant wholesale establishments primarily engaged in selling men's, boys' clothing, and furnishings (including suits, coats, overcoats, work clothing, hats and caps, shirts, ties, and underwear); women's, children's clothing, furnishings, and accessories (including suits, dresses, and skirts); furs and fur clothing; millinery, millinery supplies; shoes and other footwear; work clothing; and related lines.

Dry goods wholesalers (general and specialty lines)

General-line dry goods wholesalers (not shown separately).--Merchant wholesale establishments engaged in selling a diversified combination of lines usually sold in retail dry goods and general merchandise stores, including piece goods, home furnishings, work clothing, dresses, infants' wear, notions, and hosiery. Men's and women's clothing, furnishings, and millinery frequently constitute secondary lines.

Specialty-line dry goods wholesalers (not shown separately).--Merchant wholesale establishments primarily engaged in selling hosiery, underwear, piece goods, knit and lace goods, fancy linen and needlework and notions (thread, tapes, needles, pins, buttons, hair accessories, zippers, and shoe laces).

Piece goods converters.--Merchant wholesale establishments which purchase textiles in the gray or unfinished form, have them dyed and/or finished by others, usually on a contract basis, and sell to the cutting-up trade, garment makers, wholesalers, or retailers. Converters operating bleaching, dyeing, and finishing plants are not considered as merchant wholesalers.

Paper, allied products wholesalers

Paper wholesalers.--Merchant wholesale establishments primarily engaged in selling wrapping paper and other coarse paper; fine paper (writing papers, reproduction paper stock, cover, text, thin, and other fine papers); newsprint and book paper; paperboard; and converted paper products such as bags, boxes, cups, dishes, towels, napkins, tissues, and bottle caps.

Stationery, wallpaper wholesalers.--Merchant wholesale establishments primarily engaged in selling commercial and social stationery, including envelopes, typewriter and mimeograph paper in cut sizes, file cards and folders; and office supplies such as pens, pencils, writing inks, carbon paper, paper clips, typewriter ribbons, greeting cards, and erasers; and embossed and printed wallpaper for use in covering or decorating interior walls and ceilings.

Farm products (raw materials) merchants

Farm products (raw materials) merchants.--Merchant wholesale establishments primarily engaged in selling cotton, grain, hides, skins, raw furs, livestock, leaf tobacco, wool, mohair, horses and mules, and other inedible products such as broomcorn, moss, hair, feathers, bristles, and fibers. This classification includes merchants (including terminal elevators) primarily engaged in selling raw farm products in marketing centers. Dealers buying such products direct from farmers and assembling them at local production points are classified as "assemblers" and not included here.

Other nondurable goods wholesalers

Amusement, sporting goods distributors.--Merchant wholesale establishments primarily engaged in selling cameras and photographic goods (cameras, parts, and accessories, projection apparatus, enlargers, developing and printing room apparatus and accessories, sensitized unexposed photographic supplies and equipment); sporting goods (toys, games, novelties, fireworks, bicycles, sporting goods, and athletic goods); and other recreation goods such as playground equipment, billiard and bowling equipment and supplies; and hobby goods.

Book, magazine, newspaper wholesalers.--Merchant wholesale establishments primarily engaged in selling books, magazines, periodicals, newspapers, and related items.

Coal wholesalers.--Merchant wholesale establishments primarily engaged in selling bituminous coal, anthracite coal, and coke. This includes firms with coal yards as well as those selling goods shipped directly from mine to customer.

Farm supplies wholesalers.--Merchant wholesale establishments primarily engaged in selling mixed and other feeds; fertilizers, fertilizer materials, and agricultural chemicals; seeds (farm, garden, and flower); and miscellaneous farm supplies such as hay, straw, and alfalfa.

Merchant wholesalers, n.e.c.--(Not shown separately in the accompanying table.) Merchant wholesale establishments primarily engaged in selling petroleum products, cut flowers and potted plants; forest products except lumber; inedible oils and fats; textiles and materials other than dry goods; industrial yarns; crude rubber; ores; sponges; artificial leather; wood pulp; artificial flowers; and products not elsewhere classified; and establishments handling a line of merchandise too broad to be included in any of the classifications outlined above.

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MONTHLY WHOLESALE TRADE REPORT

U. S. DEPARTMENT OF COMMERCE
Sinclair Weeks, Secretary

THE LIBRARY OF THE BUREAU OF THE CENSUS
Robert W. Burgess, Director

MAR 1 1957

JANUARY 1957 UNIVERSITY OF ILLINOIS

FOR RELEASE
MARCH 15, 1957

SALES AND INVENTORIES

Sales

Sales of merchant wholesalers in January were only slightly (1%) below December 1956 sales, a smaller than usual decline from the previous month. However, January 1957 sales were 11 percent above January sales a year ago. (Data in this report are not adjusted for number of days in the month nor for seasonal or price fluctuations.)

Durable goods trades, in total, showed no change from December sales, but noted a 7 percent gain over a year ago. Nondurable goods trades reported a slight (1%) decrease from previous month sales but noted a larger gain (15%) over January 1956 sales than the durable goods trades.

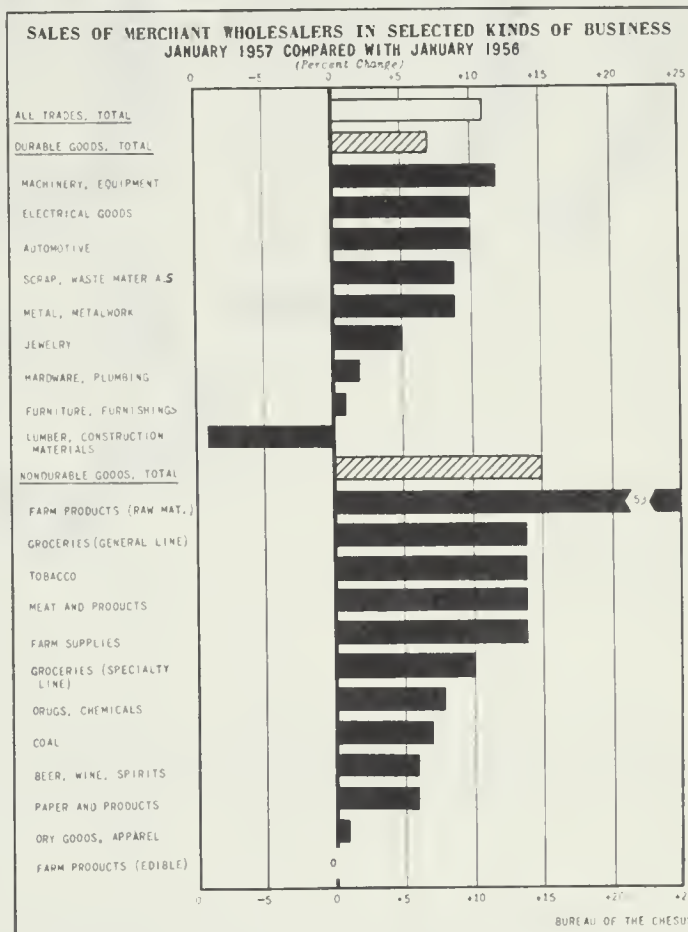
The sharpest declines from previous month sales were reported for wine and distilled spirits (4%), jewelry (4%) and amusement, sporting goods (3%). Other large declines, including electrical apparatus and supplies (15%), electrical appliances (11%), furniture (14%), construction materials (16%), poultry, poultry products (19%), beer, ale (17%) and tobacco (12%), offset sharp increases for farm supplies (23%), piece goods converters (22%), iron, steel scrap (22%) and iron, steel products (22%). Most trades reported increases over year ago sales. Farm products (raw materials), up 53 percent, reflected the principal gain over January 1956 sales. Iron and steel scrap, up 23 percent and industrial machinery and equipment, up 20 percent, also showed large increases over a year ago. The principal decreases were registered for motor-vehicles (8%), poultry, poultry products (9%), waste materials (10%) and lumber, millwork (12%).

Most geographic divisions showed small to moderate changes from December 1956 sales. However, the New England and West North Central Divisions reported declines of 7 and 9 percent, respectively and the East South Central Division indicated a gain of 15 percent, mostly due to increased sales by farm products (raw materials) merchants. Compared with a year ago, the East South Central Division reported a sales gain of 23 percent, and the West South Central an increase of 20 percent. All other divisions noted smaller gains ranging from 14 percent in the Pacific Division to 4 percent in New England.

Inventories

Wholesalers inventories at the end of January declined 2 percent from the December 31 level but were up 8 percent above stocks on hand a year ago. The January 1957 stock-sales ratio of 128 percent was 1 point above the ratio for December 1956 and 3 points below the ratio for a year ago.

Most trades indicated only moderate changes in their inventories. However, farm products (raw materials), down 11 percent, iron and steel scrap, down 12 percent and coal, off 20 percent, reported sharp declines from previous month inventories, while clothing and furnishings, and amusement and sporting goods, each up 10 percent, noted the largest increases. Compared with stocks on hand a year ago, the principal increases were indicated by coal (30%), nonferrous metals (30%), iron, steel products (26%) and farm



products (raw materials) (20%). Small declines were reported by lumber, millwork (7%), piece goods converters (6%) and meat, meat products (5%).

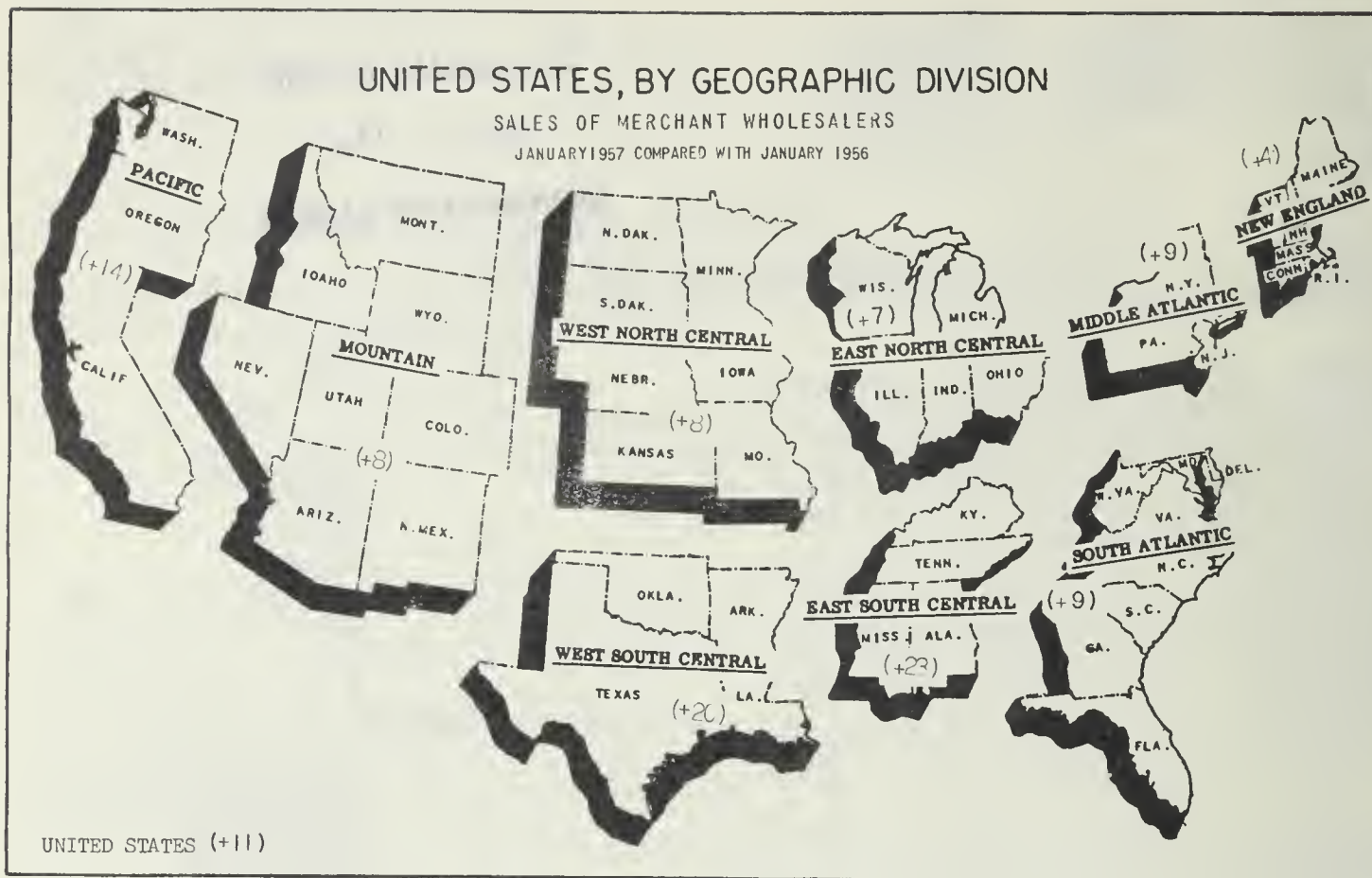
No significant changes from previous month inventories were noted in any geographic divisions. However, in comparison with a year ago, larger inventories were reported in all divisions except the East South Central, which showed no change. Inventory gains ranged from 4 percent in the Middle Atlantic and West North Central Divisions to 17 percent in the West South Central Division.

The January 1957 stock-sales ratios for most trades showed only moderate changes from December 1956. The most significant change was reported by the jewelry trade, which noted a ratio of 261 percent in January 1957 as compared with 125 for December 1956.

General

Data shown in this report are based on a probability sample representative of all merchant wholesalers in the country. A description of the revised sample is included on page 2.

Each month approximately one week prior to the publication of this report, an advance release is issued containing percentage changes in sales and inventories and stock-sales ratios for most trades covered by this report. This advance release is available upon request.



DESCRIPTION OF SAMPLE, TERMINOLOGY AND KINDS OF BUSINESS

Scope of the Survey.--Wholesale trade includes several types of establishments: merchant wholesalers; manufacturers sales branches and sales offices; petroleum bulk stations; assemblers of farm products; and agents, brokers and commercial merchants. This survey is limited to merchant wholesalers which constitute the major portion of the broad field of wholesale trade. However, all kinds of business in which merchant wholesalers operate are represented in this survey.

Merchant wholesalers are described in the Standard Industrial Classification Manual developed by the Federal Bureau of the Budget, as "Establishments usually known as wholesalers, merchant wholesalers or jobbers, primarily engaged in buying, taking title to, and where customary, physically storing and handling goods and selling the goods at wholesale principally to retailers and industrial and commercial users. This group also includes industrial distributors, exporters, and importers, cash-and-carry wholesalers; drop shippers, wagon distributors, etc. The establishments included in this group may perform operations on the goods incidental to the wholesale trading and delivery, such as installing equipment, and fixtures; and collecting and baling waste materials. Firms which operate retail and manufacturing establishments in addition to their wholesale establishments report only for their merchant wholesale establishments. A description of each kind of business classification shown in this report is included on page 6.

Sample design.--Firms reporting in the survey are part of a probability sample representing merchant wholesalers in all kinds of business. The sample, which includes over 17,000 firms (about 26,000 establishments) is drawn from two sources: (1) 1954 Census of Business lists representing all wholesalers (with paid employees) in business in 1954 and (2) Bureau of Old Age and Survivors Insurance (BOASI) lists of wholesalers (with paid employees) entering business (or requesting new Employer Identification Numbers) since 1954.

The reporting panel includes a fixed panel of about 1,400 very large firms reporting monthly and four rotating panels each containing about 3,900 smaller firms which report every fourth month. In any given month, the total reporting panel includes about 5,300 firms. Over 90 percent of this number of firms submit their reports in time for tabulation.

The number of firms selected in the sample for each kind of business varies from 150 to 650 firms, depending upon (a) the total number of firms in the trade, (b) the distribution of firms within the trade by sales-size, (c) the degree of reliability desired in the data, and (d) whether geographic division trends were to be shown for the trade.

This sample has been designed to develop monthly dollar volume estimates of sales and inventories by kind of business with a sampling variability for each trade of approximately 5 percent at the one sigma level. The sampling variability of the percentage changes based on this sample is expected to be somewhat lower. In those kinds of business for which percentage changes are shown by geographic division, the sample chosen for the national estimates was increased by about 50 percent to provide wider representation by geographic division. In some of these trades, however, data are not shown separately for some geographic divisions because even this increase in the sample size will not provide reliable results in all geographic divisions.

Each firm selected in the sample has an assigned weight which reflects its probability of selection (or, in other terms, the number of firms in the trade which it represents in the sample). Large firms are selected with certainty, thus having a weight of one (1). Other firms are sampled at varying rates, depending upon size, with smaller firms having a lower probability of selection and thus a larger weight.

Percentage changes.--For each firm reporting, data are available for each of the three months (current, previous, and year ago) for which comparisons are made. Sales and inventory figures reported for each firm are multiplied by its weight and the results summarized to obtain percentage changes of sales and inventories and stock-sales ratios. Data in this report are not adjusted for number of days in the month nor for seasonal or price fluctuations.

Sales include sales of merchandise and receipts from repairs or other services to customers after deducting returns and allowances, and discounts. Sales of merchandise for others on a commission basis are also included. Local and State sales taxes, and Federal excise taxes are included. Sales trends shown in this report reflect the operation of firms selected in the sample which were in business in each of the three months compared.

Inventory, end-of-month represents stock, at cost value, of merchandise on hand for sale at the end of the month. Inventory trends are based on reports from only those firms which included data for all three periods compared. The number of firms reporting inventories is generally smaller than the number reporting sales. Some firms cannot submit inventory data in time for tabulation but furnish sales figures only.

Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for those firms reporting inventories in conjunction with sales. Excluded from these ratios were all firms which report "zero" inventories (e.g., drop shippers). No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.

Table 1.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS

JANUARY 1957

Kind of business	Sales		Inventory, end-of-month (at cost)		Stock-sales ratios (percent)		
	Percent change						
	January 1957 from--		Percent change, January 1957 from--		January 1957	January 1956	December 1956
	January 1956	December 1956	January 1956	December 1956			
MERCHANT WHOLESALERS, TOTAL.....	+11	-1	+8	-2	r128	r131	r127
Durable goods, total.....	+7	0	+8	+1	161	160	157
Automotive wholesalers.....	+10	+8	+2	+2	204	220	211
Motor-vehicle distributors.....	-8	+8	+1	+4	152	124	151
Automotive equipment, tire-tube wholesalers.....	+14	+7	+3	+2	216	249	234
Electrical, electronics, appliance distributors.....	+10	-13	+12	+2	149	146	123
Electrical apparatus, supplies distributors.....	+12	-15	+13	0	135	134	112
Electrical appliances, TV, radio sets, electronic parts, distributors.....	+8	-11	+10	+5	169	163	140
Furniture, home furnishings wholesalers.....	+1	-12	+1	+2	209	202	173
Furniture wholesalers.....	+4	-14	+5	0	200	198	157
Home furnishings, floor coverings wholesalers.....	-1	-10	0	+3	213	204	181
Hardware, plumbing-heating goods wholesalers.....	+2	-1	+1	+4	238	244	223
Hardware wholesalers.....	+5	-1	+1	+7	256	261	233
Plumbing, heating equipment, supplies distributors.....	0	-2	0	+1	219	226	211
Lumber, construction materials distributors.....	-9	-5	-1	0	134	130	122
Lumber, millwork wholesalers.....	-12	+3	-7	+1	134	132	135
Construction materials distributors.....	-3	-16	+7	0	134	126	109
Machinery, equipment, supplies distributors.....	+12	+5	+13	0	173	175	180
Air conditioning, commercial refrigeration equipment, distributors.....	-1	+10	+6	+2	172	165	185
Commercial machines, equipment distributors.....	-1	-3	+7	-1	209	199	197
Industrial machinery, equipment, supplies distributors.....	+20	+8	+12	-2	142	153	151
Professional equipment, supplies distributors.....	+8	-6	+6	+1	229	249	237
Surgical, medical, hospital supply houses.....	+5	0	+2	-8	182	214	230
Service establishment supply houses.....	+6	+6	+6	+1	118	117	121
Metals, metalwork (except scrap) distributors.....	+9	+8	+27	0	144	113	167
Iron, steel and products distributors.....	+13	+22	+26	0	175	142	218
Nonferrous metals distributors.....	+3	-7	+30	+1	71	58	71
Scrap, waste materials dealers.....	+9	+21	+4	-8	41	41	51
Iron, steel scrap dealers.....	+23	+22	+7	-12	28	31	37
Waste materials dealers.....	-10	+18	+1	-5	61	53	72
Jewelry wholesalers.....	+5	-42	0	+8	261	327	125
Nondurable goods, total.....	+15	-1	+9	-5	r103	r107	r106
Grocery, confectionery, meat wholesalers.....	+13	+8	+4	-1	71	76	77
General-line grocery wholesalers.....	+14	+12	+4	+1	97	106	108
Voluntary groups.....	+10	+7	0	-3	92	102	101
Retailer-cooperative.....	+25	+20	+10	+5	71	78	81
Nonaffiliated.....	+13	+12	+2	+3	116	130	128
Specialty-line grocery wholesalers.....	+10	+5	+9	-2	61	59	68
Confectionery wholesalers.....	+6	-6	+12	+3	73	63	65
Meat, meat products wholesalers.....	+14	+6	-5	+1	21	24	21
Farm products (edible) distributors.....	0	-13	0	+1	36	37	30
Poultry, poultry products distributors.....	-9	-19	+1	+4	34	31	26
Fresh fruit, vegetable wholesalers.....	+5	-10	0	0	37	41	33
Beer, wine, distilled spirits wholesalers.....	+6	r-37	+10	-3	133	128	r89
Beer, ale distributors.....	+5	r-17	+6	+8	70	67	52
Wine, distilled spirits wholesalers.....	+7	r-46	+11	-6	183	180	r109
Drugs, chemicals, allied products wholesalers.....	+8	r+E	+8	+3	135	131	r145
Drug wholesalers (general and specialty lines).....	+9	r+7	+9	+3	154	151	r166
Industrial chemicals, explosives wholesalers.....	+6	+7	+5	+1	82	79	88
Paint, varnish wholesalers.....	+2	+12	+3	+4	196	208	223
Tobacco distributors.....	+14	-12	+1	+2	65	74	57
Dry goods, apparel wholesalers.....	+1	+12	r+1	+5	196	214	208
Clothing, furnishings, footwear wholesalers.....	-2	+3	r+4	+10	225	226	210
Dry goods wholesalers (general and specialty lines)....	+6	+13	r+3	+4	190	199	205
Piece goods converters.....	-1	+22	-6	0	172	221	210
Paper, allied products wholesalers.....	+6	+5	+9	+1	109	108	118
Paper wholesalers.....	+5	+7	+10	+1	107	106	118
Stationery, wallpaper wholesalers.....	+11	-9	+4	0	125	128	117
Farm products (raw materials) merchants.....	+53	+9	+20	-11	r123	r130	r149
Other nondurable goods wholesalers.....	+11	-1	+6	-2	111	123	113
Amusement, sporting goods distributors.....	+4	-39	+5	+10	233	279	134
Book, magazine, newspaper wholesalers.....	+14	+7	+3	-4	r124	r141	r141
Coal wholesalers.....	+7	-2	+30	-20	77	69	110
Farm supplies wholesalers.....	+14	+23	+3	-3	137	148	164

r Revised from Press Release of January 1957

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS

JANUARY 1957

Kind of business and geographic division (See map page 2)	Sales		Inventory, end- of-month (at cost)		Stock-sales ratios (percent)		
	Percent change		Percent change, January 1957 from--		January 1957	January 1956	December 1956
	January 1957 from--		January 1957 from--				
	January 1956	December 1956	January 1956	December 1956			
MERCHANT WHOLESALERS, TOTAL	+11	-1	+8	-2	128	131	127
New England.....	+4	-7	+10	0	143	135	131
Middle Atlantic.....	+9	-3	+4	-1	113	118	112
East North Central.....	+7	-1	+7	0	112	109	109
West North Central.....	+8	-9	+4	0	146	149	131
South Atlantic.....	+9	0	+6	-1	144	151	147
East South Central.....	+23	+15	0	-1	352	599	512
West South Central.....	+20	+1	+17	0	153	167	165
Mountain.....	+8	-3	+5	0	130	119	130
Pacific.....	+14	+1	+12	-1	120	125	121
Automotive equipment, tire-tube wholesalers.....	+14	+7	+3	+2	216	249	234
New England.....	+53	+29	+7	+3	172	229	200
Middle Atlantic.....	+16	+9	+1	+5	200	237	203
East North Central.....	+36	-2	+2	-5	162	214	171
West North Central.....	+11	-6	+6	0	278	301	274
South Atlantic.....	0	+19	+5	+3	196	232	243
East South Central.....	+9	+12	-4	+8	222	257	232
West South Central.....	+10	+13	+9	+2	261	265	289
Mountain.....	+16	+7	(x)	(x)	(x)	(x)	(x)
Pacific.....	-1	-1	+2	+3	252	244	249
Electrical apparatus, supplies distributors.....	+12	-15	+13	0	135	134	112
New England.....	-35	-31	+21	-1	183	86	118
Middle Atlantic.....	+11	-8	+13	-3	130	129	116
East North Central.....	+11	-21	+7	0	114	118	92
West North Central.....	+18	-23	+21	0	204	193	156
South Atlantic.....	+4	-15	+1	+2	151	154	126
East South Central.....	+22	+3	+20	-5	159	168	185
West South Central.....	+5	-18	+20	-4	210	185	170
Mountain.....	+14	-2	+31	+7	140	149	123
Pacific.....	+20	-12	+16	+5	144	149	119
Elect. appliances, TV, radio sets, electronic parts distrs.	+8	-11	+10	+5	169	163	140
New England.....	+17	-6	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+1	-14	+14	+5	175	158	144
East North Central.....	+3	-15	+18	+7	169	151	128
West North Central.....	-19	-11	-7	+3	151	137	133
South Atlantic.....	+12	-8	+9	+4	165	198	136
East South Central.....	+7	-7	(x)	(x)	(x)	(x)	(x)
West South Central.....	-3	-11	+6	+11	177	164	143
Pacific.....	+14	-6	+12	+7	205	211	179
Furniture, home furnishings wholesalers.....	+1	-12	+1	+2	209	202	173
Middle Atlantic.....	+4	-10	-1	+1	229	236	205
East North Central.....	+6	-14	+7	+7	171	168	134
West North Central.....	-1	-8	+7	+3	196	176	198
South Atlantic.....	-11	-24	+7	+3	239	203	166
South Central.....	+7	-1	-1	+10	217	202	178
Pacific.....	+12	-3	+8	-3	199	215	156
Hardware wholesalers.....	+5	-1	+1	+7	256	261	233
Middle Atlantic.....	-3	0	-5	-8	208	204	220
East North Central.....	+16	-2	+5	+9	241	254	219
West North Central.....	+4	+4	-5	+14	294	307	268
South Atlantic.....	+5	+5	+13	+1	282	253	278
East South Central.....	+4	+5	+2	+9	231	233	220
West South Central.....	-2	-12	+6	+16	331	307	252
Pacific.....	+10	-2	-2	+6	280	313	258
Plumbing, heating equipment, supplies distributors.....	0	-2	0	+1	219	226	211
New England.....	-10	-6	-1	-2	243	233	253
Middle Atlantic.....	+2	+4	-5	-1	193	209	197
East North Central.....	0	-4	+4	+5	225	217	203
West North Central.....	+13	-17	+5	0	260	266	260
South Atlantic.....	+6	-4	-6	+5	179	232	162
South Central.....	-9	+7	-1	+2	271	250	280
Pacific.....	0	-2	+1	-3	208	217	200
Lumber, construction materials distributors.....	-9	-5	-1	0	134	130	122
New England.....	-12	-41	+9	-6	101	91	55
Middle Atlantic.....	-15	-8	-2	-1	199	159	177
East North Central.....	-12	-12	+3	+10	133	116	105
West North Central.....	-14	+2	-17	-1	148	188	148
South Atlantic.....	+5	-6	-2	+2	165	181	149
South Central.....	-4	+16	-1	-2	122	138	141
Pacific.....	-7	+3	+24	-1	57	47	58

See footnotes at end of table.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS--Continued

JANUARY 1957

Kind of business and geographic division (see map page 2)	Sales		Inventory, end- of-month (at cost)		Stock-sales ratios (percent)		
	Percent change				January 1957	January 1956	December 1956
	January 1957 from		Percent change, January 1957 from--				
	January 1956	December 1956	January 1956	December 1956			
Industrial machinery, equipment, supplies distributors....	+20	+8	+12	-2	142	153	151
New England.....	+13	-4	+28	+1	207	204	159
Middle Atlantic.....	+33	+16	+2	-5	119	158	137
East North Central.....	+11	+13	+3	-3	85	89	98
West North Central.....	+9	+16	+6	+5	241	172	240
South Atlantic.....	+5	+12	+10	+5	159	150	173
South Central.....	+32	+11	+9	-1	147	170	160
Mountain.....	+11	-19	+25	-2	186	159	156
Pacific.....	+10	-1	+10	0	174	194	170
General-line grocery wholesalers.....	+14	+12	+4	+1	97	106	108
Middle Atlantic.....	+15	+8	+1	0	105	124	114
East North Central.....	+4	+7	+4	-4	80	78	88
West North Central.....	+15	+15	+3	+3	104	115	115
South Atlantic.....	+13	+10	+3	+6	107	114	114
East South Central.....	+18	+15	+4	+1	104	121	119
West South Central.....	0	+13	-4	+4	117	121	124
Mountain.....	+19	+21	+12	+4	122	127	142
Pacific.....	+36	+18	+19	-1	65	70	73
Specialty-line grocery wholesalers.....	+10	+5	+9	-2	61	59	68
New England.....	-5	-6	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+8	+6	+9	-1	59	53	66
East North Central.....	+15	+10	0	-8	61	68	77
West North Central.....	-2	+7	+16	-2	73	59	75
South Atlantic.....	+11	-3	+8	-9	92	88	98
South Central.....	+25	+20	+9	-5	55	68	77
Pacific.....	-1	-6	-7	+12	43	44	35
Fresh fruit, vegetable wholesalers.....	+5	-10	0	0	37	41	33
New England.....	+11	-7	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+12	-14	-2	+2	14	16	12
East North Central.....	+7	+6	-3	-1	20	24	21
West North Central.....	+7	-16	+1	-1	48	50	40
South Atlantic.....	+3	-19	-10	+3	21	24	16
South Central.....	-3	-19	0	+9	25	21	16
Pacific.....	+10	+1	-4	-1	73	89	78
Drug wholesalers (general and specialty lines).....	+9	+7	+9	+3	154	151	166
New England.....	+5	+14	(x)	(x)	(x)	(x)	(x)
Middle Atlantic.....	+6	-5	+6	+3	139	134	137
East North Central.....	+7	+14	+6	-1	137	136	155
West North Central.....	+15	+10	+8	+2	153	158	174
South Atlantic.....	+11	+15	+10	+6	153	157	164
East South Central.....	+8	+2	+12	+4	222	228	208
West South Central.....	+12	+15	+13	+6	167	163	178
Mountain.....	+7	+25	+7	+6	170	173	210
Pacific.....	+16	+17	+19	+1	146	145	165
Tobacco distributors.....	+14	-12	+1	+2	65	74	57
New England.....	+12	-16	+3	+2	66	68	53
Middle Atlantic.....	+17	-19	+1	0	77	90	65
East North Central.....	+15	-11	+3	-3	59	67	55
West North Central.....	+6	-19	+3	-1	69	73	58
South Atlantic.....	+20	-6	+7	+15	55	56	40
South Central.....	+4	-2	-7	+3	55	63	51
Pacific.....	+15	-3	(x)	(x)	(x)	(x)	(x)
Dry goods, apparel wholesalers.....	+1	+12	+1	+5	196	214	208
New England.....	+14	+9	-4	+1	227	201	290
Middle Atlantic.....	-2	+16	-1	+3	173	199	197
East North Central.....	+11	-13	+4	+2	189	215	153
West North Central.....	-8	0	+8	+5	313	280	250
South Atlantic.....	+2	+30	0	0	164	186	164
South Central.....	-5	+42	+11	+23	283	243	367
Pacific.....	+16	-8	-5	+5	188	221	160

x Insufficient data to show separately.

DESCRIPTION OF KINDS OF BUSINESS

All kinds of business in which merchant wholesalers operate are represented in this survey. The kinds of business shown in this report parallel broad classifications used in the 1954 Census of Business covering wholesale trade. Each establishment in this survey has been assigned a kind-of-business classification based upon its trade designation and an analysis of its annual 1954 sales by commodity lines as reported in the 1954 Census of Business. A description of each kind-of-business classification in this report is given below.

DURABLE GOODS

Automotive wholesalers

Motor-vehicle distributors.--Merchant wholesale establishments primarily engaged in selling new and used passenger automobiles and similar motor vehicles, road-type trucks, truck-tractors, busses, trailers, and semitrailers to dealers or to fleet operators, industrial accounts, and to commercial users. Dealers in road-type trucks, truck-tractors, and truck-trailers are included here on the basis of kind-of-goods sold.

Automotive equipment, tire-tube wholesalers.--Merchant wholesale establishments--frequently referred to as jobbers in this trade--primarily engaged in selling automotive equipment, accessories, parts, tires, tubes and garage equipment and tools.

Electrical, electronics, appliance distributors

Electrical apparatus, supplies wholesalers.--Merchant wholesale establishments selling a general line of electrical goods such as electrical equipment and apparatus; wiring supplies and construction materials; lighting fixtures and lamps; radio and television sets and accessories; electric refrigerators and other electrical appliances and specialties; and electronic parts and equipment; and those primarily engaged in selling such electrical equipment and apparatus; wiring supplies and construction materials, and lighting fixtures and lamps, as conduits and fittings, interior wires and cables, wiring devices, safety switches, poles, crossarms, pole-line hardware, outside wires and cables, residential, commercial, and industrial lighting fixtures, and incandescent and fluorescent lamps. Establishments specializing in the sale of electrical prime movers and other electrical power equipment for the generation, transmission, or utilization of electric energy are also included.

Electrical appliances, TV, radio sets, electronic parts distributors.--Merchant wholesale establishments primarily engaged in selling such electrical appliances and specialties as radio and television sets, dish washers, electric refrigerators, electric ranges, washing machines, ironers, radio and television parts and accessories, home freezers, sewing machines, hot water heaters, electric irons, percolators, clocks, hotplates, vacuum cleaners, etc., and electronic tubes, electronic replacement parts and accessories, and transmission and sound equipment.

Furniture, home furnishings wholesalers

Furniture wholesalers.--Merchant wholesale establishments primarily engaged in selling home or office furniture--wooden, metal or other.

Home furnishings, floor coverings wholesalers.--Merchant wholesale establishments primarily engaged in selling household china, glassware, and earthenware; floor coverings (carpets, rugs, linoleums, etc.); antique home furnishings; and miscellaneous home furnishings such as brooms, brushes, curtains, draperies, pictures and picture frames, window shades, kitchen utensils, phonograph records, and musical instruments.

Hardware, plumbing, heating goods wholesalers

Hardware wholesalers.--Merchant wholesale establishments selling a general line of merchandise sufficiently broad to service retail hardware stores and the hardware departments of other outlets--general-line hardware wholesalers; and establishments primarily engaged in selling builders hardware, heavy hardware, shelf or light hardware, and hardware specialties such as tools, cutlery, bolts, nuts, rivets, screws, padlocks, keys, and the like--specialty-line hardware wholesalers.

Plumbing, heating equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling plumbing and heating equipment and supplies such as plumbing fixtures, including sanitary ware; steam and hot water heating boilers, radiators, parts, and fittings; stoves, ranges, furnaces, and other types of heating apparatus (except electric); oil burners; gas appliances and supplies; plumbing pipe, valves, and fittings; and plumbers brass goods.

Lumber, construction materials distributors

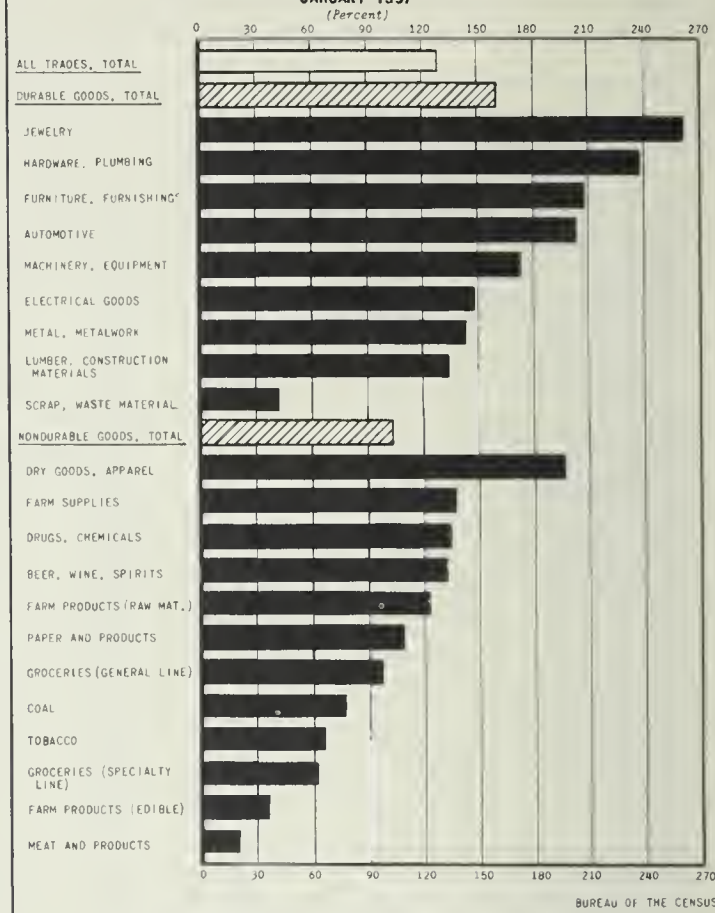
Lumber, millwork wholesalers.--Merchant wholesale establishments primarily engaged in selling lumber and millwork such as rough, dressed, and finished lumber; sheathing, siding, flooring, shingles, plywood, veneers, doors, sashes, frames, interior woodwork and trim.

Construction materials distributors.--Merchant wholesale establishments primarily engaged in selling such construction materials as brick, tile, and terra cotta; cement, lime, and plaster; building glass; sand, gravel, and crushed stone, ready-mixed concrete; roofing, siding and insulation; and stone, slate, concrete products, and building board.

Machinery, equipment, supplies distributors

Air conditioning, commercial refrigeration equipment distributors.--Merchant wholesale establishments primarily engaged in selling commercial refrigeration equipment (including electric) such as refrigerators, display cases, freezers, dispensers, water coolers, food locker equipment; and those selling air conditioning and ventilating equipment and supplies, including fans, blowers, and accessories. Establishments specializing in the sale of commercial refrigeration components and accessories are also included in this classification.

Commercial machines, equipment distributors.--Merchant wholesale establishments primarily engaged in selling office machines and equipment (except furniture) such as adding machines, typewriters, addressing, duplicating, sealing, computing, stapling, accounting, and statistical machines; restaurant and hotel equipment such as coffee urns, steam tables, china, glassware, silverware, linens, and related items; store machines and fixtures such as display fixtures, show racks, pricing equipment, cash registers, scales, meat slicers and grinders, coffee grinders, etc.; and such related equipment as florists' supplies, theater supplies and equipment, and parking meters. Establishments primarily engaged in selling to users are included, as well as those selling to dealers.

STOCKS--SALES RATIOS OF MERCHANT WHOLESALERS
JANUARY 1957

Machinery, equipment, supplies distributors--continued

Industrial machinery, equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling machinery, equipment, and supplies to manufacturing and mining concerns. Included here are establishments selling industrial machinery; industrial belting, hose, and packing; machine tools, mine and mill supplies; oil well and oil refining supplies; printing machinery and supplies; industrial rope, cordage, and twine; industrial materials, handling equipment; power transmission equipment; and machinery and equipment for such industries as food products, woodworking, shoe manufacturing, tanning, textile, and paper and pulp.

Professional equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling dental supplies (chairs, sterilizers, cabinets, instruments, dental gold and alloys, waxes, teeth, and the like); religious supplies (church goods and religious articles such as statuary, vestments, fonts, candles, religious pictures, calendars, literature, etc.); school equipment and supplies (desks, blackboards, chalk, rulers, wall and globe maps, etc.); optical goods; surgical, medical, hospital supplies, and equipment; artists supplies; engineering instruments and supplies; and supplies for other professions.

Surgical, medical, hospital supply houses.--Merchant wholesale establishments primarily engaged in selling surgical and medical instruments; doctors apparatus and equipment; orthopedic appliances; artificial limbs; operating room and other hospital equipment; X-ray machines and accessories and other scientific instruments used by physicians and in hospitals.

Service establishment, supply houses.--Merchant wholesale establishments primarily engaged in selling barber and beauty supplies; laundry, dry cleaning equipment, supplies (washing, drying, ironing, and pressing machines; laundry soaps and chemicals; dry cleaning fluids, marking equipment, etc.); shoe service supplies and equipment; undertakers supplies (caskets, burial vaults, burial garments, embalming chemicals and preparations, and other morticians and funeral equipment); upholsterers supplies (fabrics, leather and fillings, and other types of supplies used in the upholstery trade); and miscellaneous service equipment, such as janitors' supplies, furriers' supplies, bootblack's supplies, and hat cleaners' supplies.

Other industrial machinery, equipment distributors (not shown separately in accompanying table).--Merchant wholesale establishments primarily engaged in selling (a) transportation equipment such as aircraft and aeronautical equipment, supplies; railroad equipment, supplies; marine equipment, supplies; and other transportation equipment and supplies; (b) construction machinery, equipment such as road building machinery, excavating and dredging machinery, derricks, cranes, hoists, and winches; and related construction equipment as pneumatic hammers, concrete construction clamps and forms, scaffolding, chutes, and wheelbarrows--but not construction materials, and (c) farm-garden machinery, equipment (including tractors) used in the preparation and maintenance of the soil, the planting and harvesting of crops, and other operations and processes pertaining to agriculture; dairy machinery and equipment, such as milking machines and cream separators; poultry equipment, such as incubators, brooders, and feeders and irrigation equipment.

Metals, metalwork (except scrap) distributors

Iron, steel, and products distributors.--Merchant wholesale establishments usually referred to as steel warehouses--primarily engaged in selling iron and steel products such as semifinished forms and shapes, plates, sheets, strips, bars, structural shapes, piling, nails, tubular products, wire products, forgings and castings. Steel warehouses of firms operating steelworks and rolling mills are also included here.

Nonferrous metals distributors.--Merchant wholesale establishments primarily engaged in selling nonferrous metals and metalwork such as aluminum, copper, tin, brass, lead, and zinc.

Scrap, waste materials dealers

Iron, steel scrap dealers.--Merchant wholesale establishments primarily engaged in assembling, breaking up, sorting, and selling all forms of iron and steel scrap.

Waste materials dealers.--Merchant wholesale establishments primarily engaged in assembling, sorting, and selling such waste materials as nonferrous scrap metals, waste paper, rags, wiping cloths, textile wastes, scrap rubber, and other waste and salvage materials. Scrap iron and steel may be handled as secondary lines.

Jewelry wholesalers

Jewelry wholesalers.--Merchant wholesale establishments primarily engaged in selling a general-or specialty-line of jewelry such as clocks and watches; precious stones and metals; watch materials, jewelers supplies; costume jewelry; and miscellaneous items such as silverware, plated ware, medals, trophies, semi-precious stones, and insignia.

NONDURABLE GOODSGrocery, confectionery, meat wholesalers

General-line grocery wholesalers.--Merchant wholesale establishments handling a general line of dry groceries and processed foods usually sold in retail grocery stores, such as canned foods, flour, sugar, coffee, tea and spices, as well as such nonfood items as household chemicals, soaps and detergents, paper products, brooms, brushes, etc. Voluntary group wholesalers, retailer-cooperative warehouses, and cash-and-carry depots are included, as well as nonaffiliated general-line grocery wholesalers.

Specialty-line grocery wholesalers.--This classification includes two general types of merchant wholesale establishments: Those handling a combination of grocery items, no one item predominating, but not a sufficiently broad line of commodities to be classified as "general line"; and those primarily engaged in selling specialized lines of groceries and related products, such as canned foods; coffee, tea, and spices; dairy products; dried fruits and nuts; frosted and frozen foods; fish and seafood; bakery products; packaged breakfast cereals; flour; cooking oils and shortening; and soft drinks.

Confectionery wholesalers.--Merchant wholesale establishments primarily engaged in selling candy, chewing gum, popcorn, potato chips, salted nuts, fountain fruits and syrups, and related items. Cigars, cigarettes, and other products are also frequently handled as secondary lines.

Meat, meat products wholesalers.--Merchant wholesale establishments primarily engaged in selling fresh, frozen, cured (but not canned) meats, lard, and other edible meat products. Secondary lines such as butter, cheese, eggs, dressed poultry, vegetable shortening, and canned meats are frequently handled.

Farm products (edible) distributors

Poultry, poultry products distributors.--Merchant wholesale establishments primarily engaged in selling live or dressed poultry, eggs, and related products. Establishments primarily engaged in dressing poultry are considered manufacturers.

Fresh fruit, vegetable wholesalers.--Merchant wholesale establishments primarily engaged in selling fresh fruits, vegetables, berries, melons, and related items.

Beer, wine, distilled spirits wholesalers

Beer, ale distributors.--Merchant wholesale establishments primarily engaged in selling beer, ale, porter, stout and other fermented malt liquors. Soft drinks, confectionery, tobacco, wines, and apirits are frequently handled as secondary lines.

Wine, distilled spirits wholesalers.--Merchant wholesale establishments primarily engaged in selling wines, whiskey, gin, rum, brandy, and other spirits, including neutral spirits and ethyl alcohol used in blending. Merchants who bottle and sell wines and distilled spirits manufactured in bulk by others, liquor departments of drug wholesalers, and State-operated wholesale outlets are included. State depots primarily engaged in supplying State liquor stores, however, are not included in wholesale trade.

Drugs, chemicals, allied products wholesalersDrug wholesalers (general and specialty lines)

General-line drug wholesalers (not shown separately).--Merchant wholesale establishments engaged in selling a full line of drugs, pharmaceuticals, proprietary medicines, druggists rubber goods, cosmetics, toiletries, drug sundries, and related merchandise. Cooperatives and voluntary group wholesalers handling a full line of drugs are also included in this classification. Liquor departments of drug wholesalers, however, are included with "wines and distilled spirits wholesalers."

Specialty-line drug wholesalers (not shown separately).--Merchant wholesale establishments primarily engaged in selling proprietary medicines, toilet preparations, and articles such as drugs, perfumes, cosmetics, powders, shaving preparations, toilet soap, dentifrices, combs, brushes, mirrors, medical glass, bandages, rubber goods, and antiseptics.

Drugs, chemicals, allied products wholesalers--Continued

Industrial chemicals, explosives wholesalers.--Merchant wholesale establishments primarily engaged in selling such industrial and heavy chemicals as coal-tar chemicals, plastics, compressed and liquefied gases except LP gas, acids, ammonia, soda, industrial alcohols, explosives, dyestuffs, naval stores, etc. Concerns primarily engaged in selling pyrotechnics and ammunition for small arms are included in "Amusement and sporting goods wholesalers."

Paint, varnish wholesalers.--Merchant wholesale establishments primarily engaged in selling paints, varnishes, lacquers, enamels, calcimines, shellac, and stains. Glass, wallpaper, painters supplies, fls, chemicals, and related products are frequently handled as secondary lines.

Tobacco distributors

Tobacco distributors.--Merchant wholesale establishments primarily engaged in selling manufactured tobacco products such as cigars, cigarettes, chewing and smoking tobacco, and snuff. Confectionery, smokers articles, razor blades, playing cards, etc., are frequently handled as secondary lines.

Dry goods, apparel wholesalers

Clothing, furnishings, footwear wholesalers.--Merchant wholesale establishments primarily engaged in selling men's, boys' clothing, and furnishings (including suits, coats, overcoats, work clothing, hats and caps, shirts, ties, and underwear); women's, children's clothing, furnishings, and accessories including suits, dresses, and skirts; furs and fur clothing; millinery, millinery supplies; shoes and other footwear; work clothing; and related lines.

Dry goods wholesalers (general and specialty lines)

General-line dry goods wholesalers (not shown separately).--Merchant wholesale establishments engaged in selling a diversified combination of lines usually sold in retail dry goods and general merchandise stores, including piece goods, home furnishings, work clothing, dresses, infants' wear, notions, and hosiery. Men's and women's clothing, furnishings, and millinery frequently constitute secondary lines.

Specialty-line dry goods wholesalers (not shown separately).--Merchant wholesale establishments primarily engaged in selling hosiery, underwear, piece goods, knit and lace goods, fancy linen and needlework and notions (thread, tapes, needles, pins, buttons, hair accessories, zippers, and shoe laces).

Piece goods converters.--Merchant wholesale establishments which purchase textiles in the gray or unfinished form, have them dyed and/or finished by others, usually on a contract basis, and sell to the cutting-up trade, garment makers, wholesalers, or retailers. Converters operating bleaching, dyeing, and finishing plants are not considered as merchant wholesalers.

Paper, allied products wholesalers

Paper wholesalers.--Merchant wholesale establishments primarily engaged in selling wrapping paper and other coarse paper; fine paper (writing papers, reproduction paper stock, cover, text, thin, and other fine papers); newsprint and book paper; paperboard; and converted paper products such as bags, boxes, cups, dishes, towels, napkins, tissues, and bottle caps.

Stationery, wallpaper wholesalers.--Merchant wholesale establishments primarily engaged in selling commercial and social stationery, including envelopes, type-writer and mimeograph paper in cut sizes, file cards and folders; and office supplies such as pens, pencils, writing inks, carbon paper, paper clips, type-writer ribbons, greeting cards, and erasers; and embossed and printed wallpaper for use in covering or decorating interior walls and ceilings.

Farm products (raw materials) merchants

Farm products (raw materials) merchants.--Merchant wholesale establishments primarily engaged in selling cotton, grain, hides, skins, raw furs, livestock, leaf tobacco, wool, mohair, horses and mules, and other inedible products such as broomcorn, moss, hair, feathers, bristles, and fibers. This classification includes merchants (including terminal elevators) primarily engaged in selling raw farm products in marketing centers. Dealers buying such products direct from farmers and assembling them at local production points are classified as "assemblers" and not included here.

Other nondurable goods wholesalers

Amusement, sporting goods distributors.--Merchant wholesale establishments primarily engaged in selling cameras and photographic goods (cameras, parts, and accessories, projection apparatus, enlargers, developing and printing room apparatus and accessories, sensitized unexposed photographic supplies and equipment); sporting goods (toys, games, novelties, fireworks, bicycles, sporting goods, and athletic goods); and other recreation goods such as playground equipment, billiard and bowling equipment and supplies; and hobby goods.

Book, magazine, newspaper wholesalers.--Merchant wholesale establishments primarily engaged in selling books, magazines, periodicals, newspapers, and related items.

Coal wholesalers.--Merchant wholesale establishments primarily engaged in selling bituminous coal, anthracite coal, and coke. This includes firms with coal yards as well as those selling goods shipped directly from mine to customer.

Farm supplies wholesalers.--Merchant wholesale establishments primarily engaged in selling mixed and other feeds; fertilizers, fertilizer materials, and agricultural chemicals; seeds (farm, garden, and flower); and miscellaneous farm supplies such as hay, straw, and alfalfa.

Merchant wholesalers, n.e.c.--Not shown separately in the accompanying table.) Merchant wholesale establishments primarily engaged in selling petroleum products, cut flowers and potted plants; forest product except lumber; inedible oils and fats; textiles and materials other than dry goods; industrial yarns; crude rubber; ores; sponges; artificial leather; wood pulp; artificial flowers; and products not elsewhere classified; and establishments handling a line of merchandise too broad to be included in any of the classifications outlined above.

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MONTHLY

WHOLESALE TRADE
REPORT

U. S. DEPARTMENT OF COMMERCE

Sinclair Weeks, Secretary

BUREAU OF THE CENSUS

Robert W. Burgess, Director

FEBRUARY 1957

FOR RELEASE

APRIL 5, 1957

SALES AND INVENTORIES

Sales

Sales of merchant wholesalers in February 1957 were 7 percent below January sales but were only slightly (1%) below February sales a year ago. However, cumulative sales for the first two months of 1957 were 5 percent higher than in the comparable period of 1956. (Data in this report are not adjusted for number of days in the month nor for seasonal or price fluctuations.)

Durable goods trades, in total, were off 6 percent from January sales and down 3 percent from a year ago. Nondurable goods trades reported an 8 percent decline from previous month sales but experienced a slight (1%) gain over sales a year ago. Nondurable goods trades, with sales in the first two months 8 percent higher than a year ago, reflected a larger gain than the durable goods trades, which were up only 2 percent over the first two months of 1956.

Sharp declines from previous month sales were reported by farm products merchants (20%), iron, steel scrap dealers (18%), and lumber, millwork wholesalers (17%). Most other trades experienced moderate declines. Jewelry wholesalers, up 13 percent, amusement, sporting goods distributors, up 12 percent, and air conditioning, commercial refrigeration equipment distributors, up 10 percent, reflected the principal increases among the few trades registering gains. In comparison with sales a year ago, most trades reported small gains. These were offset, however, by large declines shown by lumber, millwork wholesalers (24%), waste materials dealers (23%), and specialty-line grocers (11%).

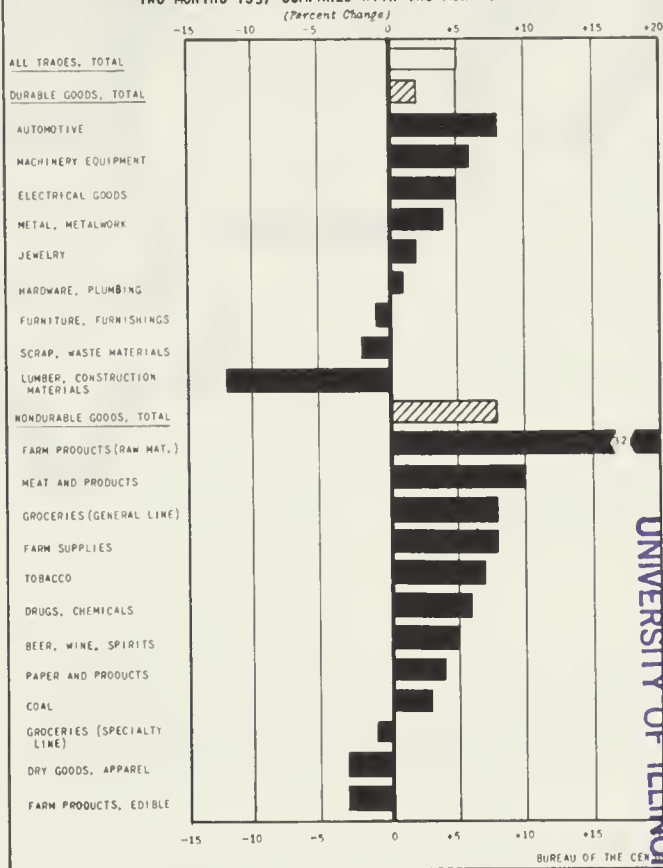
All geographic divisions showed declines from January 1957 sales, the smallest decrease (3%) being shared by the West South Central and Mountain Divisions, the largest (10%) occurring in the Pacific Division. Compared with year-ago sales, geographic division trends varied. One geographic division, the South Atlantic, showed no change; four indicated moderate increases; while the remaining four noted small declines. The largest increase (8%) was registered in the West South Central Division; the largest decline (5%) was experienced in both New England and the Middle Atlantic Divisions.

Inventories

Wholesalers inventories at the end of February remained at the same level as a month earlier but were 9 percent above stocks on hand a year ago. Durable goods trades, in total, were up 2 percent since January while nondurable goods trades declined 3 percent. The February 1957 stock-sales ratio for all merchant wholesalers--at 142 percent--was 9 points above the ratio for January 1956 and 10 points above the ratio for a year ago.

Most trades indicated small changes from previous month inventories. However, farm products merchants reported a drop of 14 percent and farm supplies were off 8 percent. In most trades, inventories were substantially higher than a year ago. The sharpest increase was reported by coal wholesalers (52%). Other large inventory gains were shown by iron, steel

SALES OF MERCHANT WHOLESALERS IN SELECTED KINDS OF BUSINESS
TWO MONTHS 1957 COMPARED WITH TWO MONTHS 1956
(Percent Change)



products distributors (29%), farm products merchants (27%), industrial machinery distributors (19%), and iron, steel scrap dealers (16%). Jewelry wholesalers, down 5 percent, and piece goods converters and lumber, millwork wholesalers, each off 6 percent, were among the few trades who noted small decreases from year-ago stocks.

By geographic division, changes from previous month inventories were moderate, ranging from an increase of 3 percent in the East North Central Division to a decline of 4 percent in the West North Central Division. However, all divisions reported inventories from 4 to 14 percent above year-ago levels. The West South Central Division, with stocks up 14 percent, noted the largest increase.

General

Data shown in this report are based on a probability sample representative of all merchant wholesalers in the country. A description of the revised sample is included on page 2.

Each month approximately one week prior to the publication of this report, an advance release is issued containing percentage changes in sales and inventories and stock-sales ratios for most trades covered by this report. This advance release is available upon request.

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DESCRIPTION OF SAMPLE, TERMINOLOGY AND KINDS OF BUSINESS

Scope of the Survey.--Wholesale trade includes several types of establishments: merchant wholesalers; manufacturers sales branches and sales offices; petroleum bulk stations; assemblers of farm products; and agents, brokers and commercial merchants. This survey is limited to merchant wholesalers which constitute the major portion of the broad field of wholesale trade. However, all kinds of business in which merchant wholesalers operate are represented in this survey.

Merchant wholesalers are described in the Standard Industrial Classification Manual developed by the Federal Bureau of the Budget, as "Establishments usually known as wholesalers, merchant wholesalers or jobbers, primarily engaged in buying, taking title to, and where customary, physically storing and handling goods and selling the goods at wholesale principally to retailers and industrial and commercial users. This group also includes industrial distributors, exporters, and importers, cash-and-carry wholesalers; drop shippers, wagon distributors, etc. The establishments included in this group may perform operations on the goods incidental to the wholesale trading and delivery, such as installing equipment, and fixtures; and collecting and baling waste materials. Firms which operate retail and manufacturing establishments in addition to their wholesale establishments report only for their merchant wholesale establishments. A description of each kind of business classification shown in this report is included on page 6.

Sample design.--Firms reporting in the survey are part of a probability sample representing merchant wholesalers in all kinds of business. The sample, which includes over 17,000 firms (about 26,000 establishments) is drawn from two sources: (1) 1954 Census of Business lists representing all wholesalers (with paid employees) in business in 1954 and (2) Bureau of Old Age and Survivors Insurance (BOASI) lists of wholesalers (with paid employees) entering business (or requesting new Employer Identification Numbers) since 1954.

The reporting panel includes a fixed panel of about 1,400 very large firms reporting monthly and four rotating panels each containing about 3,900 smaller firms which report every fourth month. In any given month, the total reporting panel includes about 5,300 firms. Over 90 percent of this number of firms submit their reports in time for tabulation.

The number of firms selected in the sample for each kind of business varies from 150 to 650 firms, depending upon (a) the total number of firms in the trade, (b) the distribution of firms within the trade by sales-size, (c) the degree of reliability desired in the data, and (d) whether geographic division trends were to be shown for the trade.

This sample has been designed to develop monthly dollar volume estimates of sales and inventories by kind of business with a sampling variability for each trade of approximately 5 percent at the one sigma level. The sampling variability of the percentage changes based on this sample is expected to be somewhat lower. In those kinds of business for which percentage changes are shown by geographic division, the sample chosen for the national estimates was increased by about 50 percent to provide wider representation by geographic division. In some of these trades, however, data are not shown separately for some geographic divisions because even this increase in the sample size will not provide reliable results in all geographic divisions.

Each firm selected in the sample has an assigned weight which reflects its probability of selection (or, in other terms, the number of firms in the trade which it represents in the sample). Large firms are selected with certainty, thus having a weight of one (1). Other firms are sampled at varying rates, depending upon size, with smaller firms having a lower probability of selection and thus a larger weight.

Percentage changes.--For each firm reporting, data are available for each of the three months (current, previous, and year ago) for which comparisons are made. Sales and inventory figures reported for each firm are multiplied by its weight and the results summarized to obtain percentage changes of sales and inventories and stock-sales ratios. Data in this report are not adjusted for number of days in the month nor for seasonal or price fluctuations.

Sales include sales of merchandise and receipts from repairs or other services to customers after deducting returns and allowances, and discounts. Sales of merchandise for others on a commission basis are also included. Local and State sales taxes, and Federal excise taxes are included. Sales trends shown in this report reflect the operation of firms selected in the sample which were in business in each of the three months compared.

Inventory, end-of-month represents stock, at cost value, of merchandise on hand for sale at the end of the month. Inventory trends are based on reports from only those firms which included data for all three periods compared. The number of firms reporting inventories is generally smaller than the number reporting sales. Some firms cannot submit inventory data in time for tabulation but furnish sales figures only.

Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for those firms reporting inventories in conjunction with sales. Excluded from these ratios were all firms which report "zero" inventories (e.g., drop shippers). No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.

Table 1.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS

FEBRUARY 1957

Kind of business	Sales			Inventory, end-of-month (at cost)		Stock-sales ratios (percent)		
	Percent change			Percent change, Feb. 1957 from--		Feb. 1957	Feb. 1956	Jan. 1957
	Feb. 1957 from--		2 mo. 1957 from 2 mo. 1956	Feb. 1957 from--				
	Feb. 1956	Jan. 1957		Feb. 1956	Jan. 1957			
MERCHANT WHOLESALERS, TOTAL.....	-1	-7	+5	+9	0	142	132	133
Durable goods, total.....	-3	-6	+2	+9	+2	182	164	170
Automotive wholesalers.....	+6	-9	+8	+2	0	210	214	198
Motor-vehicle distributors.....	+2	-2	-4	+5	-2	138	140	133
Automotive equipment, tire-tube wholesalers.....	+7	-11	+10	+1	0	227	231	213
Electrical, electronics, appliance distributors.....	0	-5	+5	+12	+2	196	179	182
Electrical apparatus, supplies distributors.....	+2	-1	+7	+13	+5	175	161	166
Electrical appliances, TV, radio sets, electronic parts, distributors.....	-1	-9	+3	+10	0	218	200	197
Furniture, home furnishings wholesalers.....	-2	+1	-1	+2	+3	193	180	188
Furniture wholesalers.....	0	+1	+2	-1	+4	199	187	186
Home furnishings, floor coverings wholesalers.....	-3	+1	-2	+3	+3	191	178	189
Hardware, plumbing-heating goods wholesalers.....	-1	-7	+1	0	+3	242	241	220
Hardware wholesalers.....	-2	-3	+1	+1	+5	261	251	242
Plumbing, heating equipment, supplies distributors.....	0	-10	0	-1	+1	223	230	200
Lumber, construction materials distributors.....	-15	-8	-12	0	-2	146	130	145
Lumber, millwork wholesalers.....	-24	-17	-18	-6	-2	178	146	164
Construction materials distributors.....	-3	+7	-3	+8	-2	116	112	125
Machinery, equipment, supplies distributors.....	-1	0	+6	+15	+2	190	169	190
Air conditioning, commercial refrigeration equipment, distributors.....	+2	+10	0	+6	+6	206	194	222
Commercial machines, equipment distributors.....	+1	0	0	+12	+4	155	147	159
Industrial machinery, equipment, supplies distributors.....	-1	0	+10	+19	+2	174	148	168
Professional equipment, supplies distributors.....	+1	-2	+5	+4	0	186	178	182
Surgical, medical, hospital supply houses.....	+2	+3	+4	+2	0	142	143	147
Service establishment supply houses.....	+6	-2	+6	+9	+2	149	151	149
Metals, metalwork (except scrap) distributors.....	-1	-9	+4	+27	+5	193	149	166
Iron, steel and products distributors.....	+2	-8	+7	+29	+6	231	178	200
Nonferrous metals distributors.....	-7	-10	-2	+13	-1	96	79	83
Scrap, waste materials dealers.....	-12	-17	-2	+11	-2	44	36	37
Iron, steel scrap dealers.....	-6	-18	+6	+16	-3	38	31	32
Waste materials dealers.....	-23	-13	-16	+2	-1	59	46	52
Jewelry wholesalers.....	0	+13	+2	-5	-2	257	304	308
Nondurable goods, total.....	+1	-8	+8	+9	-3	110	105	104
Grocery, confectionery, meat wholesalers.....	-2	-9	+5	+2	+1	84	81	75
General-line grocery wholesalers.....	+2	-9	+8	0	0	104	109	97
Voluntary groups.....	+1	-4	+5	+1	+4	93	94	86
Retailer-cooperative.....	+8	-10	+16	+6	+4	81	85	71
Nonaffiliated.....	-5	-12	+4	-2	-1	136	139	126
Specialty-line grocery wholesalers.....	-11	-10	-1	+5	+1	87	71	75
Confectionery wholesalers.....	+1	-6	+4	+2	+1	93	90	86
Meat, meat products wholesalers.....	+6	-11	+10	+4	+1	20	20	18
Farm products (edible) distributors.....	-6	-7	-3	+9	0	38	29	31
Poultry, poultry products distributors.....	-9	-12	-9	+15	+4	33	25	26
Fresh fruit, vegetable wholesalers.....	-4	-5	0	+6	-2	40	31	34
Beer, wine, distilled spirits wholesalers.....	+5	+4	+5	+13	-3	119	112	131
Beer, ale distributors.....	+3	+2	+4	+10	+5	68	64	67
Wine, distilled spirits wholesalers.....	+5	+5	+6	+14	-5	149	140	171
Drugs, chemicals, allied products wholesalers.....	+3	-9	+6	+10	0	161	149	145
Drug wholesalers (general and specialty lines).....	+4	-11	+7	+10	+1	178	164	159
Industrial chemicals, explosives wholesalers.....	+4	-7	+5	+11	-1	117	109	105
Paint, varnish wholesalers.....	-4	-5	-1	+7	0	209	191	195
Tobacco distributors.....	+1	-4	+7	+2	0	66	61	58
Dry goods, apparel wholesalers.....	-7	-3	-3	+1	0	184	169	184
Clothing, furnishings, footwear wholesalers.....	-7	+6	-5	+7	+4	211	178	226
Dry goods wholesalers (general and specialty lines).....	-5	-6	0	-1	-5	149	142	148
Piece goods converters.....	-8	-7	-5	-6	+3	207	205	197
Paper, allied products wholesalers.....	+2	-6	+4	+7	-1	118	121	112
Paper wholesalers.....	+2	-6	+4	+7	-2	115	119	118
Stationery, wallpaper wholesalers.....	+4	-6	+7	+4	+3	145	139	132
Farm products (raw materials) merchants.....	+8	-20	+32	+27	-14	145	144	139
Other nondurable goods wholesalers.....	+4	-8	+7	+6	+2	100	100	92
Amusement, sporting goods distributors.....	+3	+12	+6	+7	+8	155	166	164
Book, magazine, newspaper wholesalers.....	+5	-5	+9	+10	+5	139	130	134
Coal wholesalers.....	-1	-12	+3	+52	-7	67	49	61
Farm supplies wholesalers.....	+3	+8	+8	-2	-8	118	120	145

* Revised from Press Release of February 1957.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS

FEBRUARY 1957

Kind of business and geographic division (See map page 2)	Sales			Inventory, end-of-month (at cost)		Stock-sales ratios (percent)		
	Percent change			Percent change, Feb. 1957 from--		Feb. 1957	Feb. 1956	Jan. 1957
	Feb. 1957 from--		2 mo. 1957 from 2 mo. 1956	Feb. 1957 from--				
	Feb. 1956	Jan. 1957		Feb. 1956	Jan. 1957			
MERCHANT WHOLESALERS, TOTAL	-1	-7	+5	+9	0	142	132	133
New England	-4	-7	0	+5	+1	136	130	128
Middle Atlantic	-4	-9	+2	+6	0	122	111	108
East North Central	-2	-5	+2	+12	+3	133	117	124
West North Central	+5	-7	+6	+5	-4	146	157	141
South Atlantic	0	-8	+5	+12	+2	171	157	156
East South Central	+5	-6	+13	+12	-3	171	156	168
West South Central	+8	-3	+14	+14	-2	157	151	156
Mountain	+3	-3	+5	+4	+1	159	160	157
Pacific	-3	-10	+5	+11	-3	143	130	137
Automotive equipment, tire-tube wholesalers	+7	-11	+10	+1	0	227	231	213
New England	+7	-15	+31	-8	-5	242	277	220
Middle Atlantic	+11	-18	+14	+1	+2	207	220	172
East North Central	-1	+1	+11	0	-1	190	186	193
West North Central	+7	-1	+9	-3	-1	318	361	316
South Atlantic	+8	-4	+4	+8	+4	220	215	205
East South Central	+13	-3	+11	+11	+4	240	217	220
West South Central	+12	-6	+11	0	+1	225	249	210
Mountain	+43	-11	+23	0	-7	202	325	192
Pacific	+3	-10	+1	+1	-1	255	225	252
Electrical apparatus, supplies distributors	+2	-1	+7	+13	+5	175	161	166
New England	-4	-8	-17	+6	+11	165	160	152
Middle Atlantic	0	-5	+6	+23	+9	162	138	133
East North Central	-2	0	+5	+16	+8	167	135	153
West North Central	+13	+4	+16	+21	+7	224	212	218
South Atlantic	-7	-5	-3	0	+4	179	170	169
East South Central	+11	+10	+18	+20	+4	174	175	183
West South Central	+13	+12	+10	+15	+5	193	198	208
Mountain	+21	+4	+16	+14	+4	148	160	147
Pacific	+1	-4	+9	+6	-3	159	154	159
Elect. appliances, TV, radio sets, electronic parts distrs.	-1	-9	+3	+10	0	218	200	197
New England	-6	-5	+2	-1	+1	265	254	253
Middle Atlantic	+5	-4	+3	+17	+1	200	191	189
East North Central	-1	-11	+1	+15	+2	219	186	195
West North Central	-12	-3	-16	-2	+3	233	215	214
South Atlantic	-5	-18	+4	+15	-4	225	202	167
East South Central	-18	-15	-10	0	+8	250	227	163
West South Central	-5	+3	-4	+4	+1	198	165	210
Pacific	+10	-14	+12	+33	-10	203	189	194
Furniture home furnishings wholesalers	-2	+1	-1	+2	+3	193	180	188
Middle Atlantic	-3	+9	0	+4	+3	197	174	211
East North Central	-2	0	+2	+2	+1	172	171	173
West North Central	-5	-3	-3	+3	+6	209	195	196
South Atlantic	+16	+1	0	+7	-1	264	243	206
South Central	-3	-7	+2	-4	+5	263	238	244
Pacific	-6	-5	+2	+3	+2	160	151	147
Hardware wholesalers	-2	-3	+1	+1	+5	261	251	242
Middle Atlantic	-8	-8	-6	-6	+2	124	123	105
East North Central	-5	+3	+4	+1	+7	255	238	253
West North Central	+4	+2	+4	-1	+6	294	309	283
South Atlantic	+1	-10	+3	+8	+5	322	311	277
East South Central	-2	-9	+1	-2	+6	242	233	208
West South Central	+3	+4	0	+4	+6	321	326	333
Pacific	+3	-3	+6	0	0	302	292	294
Plumbing, heating equipment, supplies distributors	0	-10	0	-1	+1	223	230	200
New England	0	+1	-5	0	+4	193	190	191
Middle Atlantic	-8	-10	-3	+2	+1	313	284	287
East North Central	0	-6	0	-6	-6	171	180	176
West North Central	-7	-20	+2	+1	+2	280	256	218
South Atlantic	+3	-13	+5	+1	+9	215	227	178
South Central	+7	-3	-1	-9	-2	225	253	223
Pacific	+8	0	+4	+6	+2	260	283	250
Lumber, construction materials distributors	-15	-8	-12	0	-2	146	130	145
New England	-4	-11	-9	-1	+1	125	119	110
Middle Atlantic	-17	-1	-16	-1	-2	153	137	156
East North Central	-19	-1	-16	+2	+1	153	125	146
West North Central	-11	-17	-12	-5	+5	179	190	192
South Atlantic	-3	-8	0	+8	+12	147	141	129
South Central	-10	-1	-7	+5	-7	153	126	152
Pacific	-19	-9	-14	-11	-14	119	98	134

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS--Continued

FEBRUARY 1957

Kind of business and geographic division (see map page 2)	Sales			Inventory, end-of-month (at cost)		Stock-sales ratios (percent)		
	Percent change			Percent change, Feb. 1957 from--		Feb. 1957	Feb. 1956	Jan. 1957
	Feb. 1957 from--		2 mo. 1957 from 2 mo. 1956	Feb. 1957 from--				
	Feb. 1956	Jan. 1957		Feb. 1956	Jan. 1957			
Industrial machinery, equipment, supplies distributors.....	-1	0	+10	+19	+2	174	148	168
New England.....	+10	-13	+12	+31	-3	175	164	182
Middle Atlantic.....	-10	+3	+10	+33	+3	216	144	204
East North Central.....	+14	+7	+12	+20	-1	154	151	171
West North Central.....	-1	-13	+2	+21	+4	151	121	136
South Atlantic.....	-6	-14	+2	+9	+2	184	153	149
South Central.....	0	0	+17	+14	+4	161	146	154
Mountain.....	-5	+3	+4	+25	+6	203	193	208
Pacific.....	-9	-2	-1	+20	+1	210	154	194
General-line grocery wholesalers.....	+2	-9	+8	0	0	104	109	97
Middle Atlantic.....	-9	-10	+3	-10	+4	126	127	113
East North Central.....	+7	0	+5	+9	+8	78	77	73
West North Central.....	+3	-2	+8	-4	-2	106	113	107
South Atlantic.....	0	-11	+8	-4	+2	102	110	89
East South Central.....	+5	-5	+10	+2	0	135	136	128
West South Central.....	+9	-6	+6	+4	+1	107	116	100
Mountain.....	+3	-13	+12	+9	+2	131	122	111
Pacific.....	-2	-24	+15	+14	-3	81	74	69
Specialty-line grocery wholesalers.....	-11	-10	-1	+5	+1	87	71	75
New England.....	-4	-7	-4	+21	0	61	44	51
Middle Atlantic.....	-15	-13	-3	+13	+7	97	64	71
East North Central.....	-11	-12	+2	+6	+5	80	67	69
West North Central.....	-18	-16	-10	-8	-5	74	72	76
South Atlantic.....	-7	-6	+1	-5	0	130	128	127
South Central.....	+14	-8	+20	+15	+13	90	91	74
Pacific.....	-7	-3	-5	-2	-8	61	63	66
Fresh fruit, vegetable wholesalers.....	-4	-5	0	+6	-2	40	31	34
New England.....	-8	-2	+3	+3	+6	32	28	30
Middle Atlantic.....	-3	-2	+2	+33	+9	56	16	21
East North Central.....	-9	-7	0	+7	+4	21	18	19
West North Central.....	-7	-5	-2	+1	-3	49	42	43
South Atlantic.....	+2	-1	+3	+9	+4	31	32	31
South Central.....	+3	+1	+1	+6	-9	40	30	35
Pacific.....	-9	-13	0	+1	-14	52	46	57
Drug wholesalers (general and specialty-lines).....	+4	-11	+7	+10	+1	178	164	159
New England.....	+15	-11	+10	+9	+3	163	179	155
Middle Atlantic.....	0	-13	+3	0	0	161	154	146
East North Central.....	+7	-12	+7	+6	+1	161	156	145
West North Central.....	+11	-3	+13	+4	-1	191	209	188
South Atlantic.....	+4	-8	+8	+21	+5	172	153	144
East South Central.....	+7	-6	+7	+16	+4	198	179	171
West South Central.....	+4	-8	+9	+11	+3	205	187	184
Mountain.....	+9	-16	+8	+13	+2	197	190	171
Pacific.....	+5	-15	+11	+24	-5	161	137	145
Tobacco distributors.....	+1	-4	+7	+2	0	66	61	58
New England.....	-1	-3	+6	-3	+2	52	50	50
Middle Atlantic.....	+2	-2	+8	+2	-3	63	62	59
East North Central.....	+1	-2	+7	+2	+3	66	66	60
West North Central.....	0	-9	+3	+8	+1	76	74	70
South Atlantic.....	0	-1	+9	+5	-2	80	53	56
South Central.....	-2	-9	+1	+8	+1	61	56	55
Pacific.....	+5	-6	+9	-5	-3	44	47	42
Dry goods, apparel wholesalera.....	-7	-3	-3	+1	0	184	169	184
New England.....	-18	+1	-6	-5	-4	183	164	174
Middle Atlantic.....	-5	-4	-4	0	0	180	172	179
East North Central.....	-3	-6	+3	0	0	168	141	168
West North Central.....	-12	+25	-10	+15	0	269	208	323
South Atlantic.....	-13	-2	-7	+8	+7	196	161	198
South Central.....	-15	-7	-9	+2	+8	213	194	174
Pacific.....	+2	+3	+7	-21	-10	105	100	124

DESCRIPTION OF KINDS OF BUSINESS

All kinds of business in which merchant wholesalers operate are represented in this survey. The kinds of business shown in this report parallel broad classifications used in the 1954 Census of Business covering wholesale trade. Each establishment in this survey has been assigned a kind-of-business classification based upon its trade designation and an analysis of its annual 1954 sales by commodity lines as reported in the 1954 Census of Business. A description of each kind-of-business classification in this report is given below.

DURABLE GOODS

Automotive wholesalers

Motor-vehicle distributors.--Merchant wholesale establishments primarily engaged in selling new and used passenger automobiles and similar motor vehicles, road-type trucks, truck-tractors, busses, trailers, and semitrailers to dealers or to fleet operators, industrial accounts, and to commercial users. Dealers in road-type trucks, truck-tractors, and truck-trailers are included here on the basis of kind-of-goods sold.

Automotive equipment, tire-tube wholesalers.--Merchant wholesale establishments--frequently referred to as jobbers in this trade--primarily engaged in selling automotive equipment, accessories, parts, tires, tubes and garage equipment and tools.

Electrical, electronics, appliance distributors

Electrical apparatus, supplies wholesalers.--Merchant wholesale establishments selling a general line of electrical goods such as electrical equipment and apparatus; wiring supplies and construction materials; lighting fixtures and lamps; radio and television sets and accessories; electric refrigerators and other electrical appliances and specialties; and electronic parts and equipment; and those primarily engaged in selling such electrical equipment and apparatus; wiring supplies and construction materials, and lighting fixtures and lamps, as conduits and fittings, interior wires and cables, wiring devices, safety switches, poles, crossarms, pole-line hardware, outside wires and cables, residential, commercial, and industrial lighting fixtures, and incandescent and fluorescent lamps. Establishments specializing in the sale of electrical prime movers and other electrical power equipment for the generation, transmission, or utilization of electric energy are also included.

Electrical appliances, TV, radio sets, electronic parts distributors.--Merchant wholesale establishments primarily engaged in selling such electrical appliances and specialties as radio and television sets, dish washers, electric refrigerators, electric ranges, washing machines, ironers, radio and television parts and accessories, home freezers, sewing machines, hot water heaters, electric irons, percolators, clocks, hotplates, vacuum cleaners, etc., and electronic tubes, electronic replacement parts and accessories, and transmission and sound equipment.

Furniture, home furnishings wholesalers

Furniture wholesalers.--Merchant wholesale establishments primarily engaged in selling home or office furniture--wooden, metal or other.

Home furnishings, floor coverings wholesalers.--Merchant wholesale establishments primarily engaged in selling household china, glassware, and earthenware; floor coverings (carpets, rugs, linoleums, etc.); antique home furnishings; and miscellaneous home furnishings such as brooms, brushes, curtains, draperies, pictures and picture frames, window shades, kitchen utensils, phonograph records, and musical instruments.

Hardware, plumbing, heating goods wholesalers

Hardware wholesalers.--Merchant wholesale establishments selling a general line of merchandise sufficiently broad to service retail hardware stores and the hardware departments of other outlets--general-line hardware wholesalers; and establishments primarily engaged in selling builders hardware, heavy hardware, shelf or light hardware, and hardware specialties such as tools, cutlery, bolts, nuts, rivets, screws, padlocks, keys, and the like--specialty-line hardware wholesalers.

Plumbing, heating equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling plumbing and heating equipment and supplies such as plumbing fixtures, including sanitary ware; steam and hot water heating boilers, radiators, parts, and fittings; stoves, ranges, furnaces, and other types of heating apparatus (except electric); oil burners; gas appliances and supplies; plumbing pipe, valves, and fittings; and plumbers brass goods.

Lumber, construction materials distributors

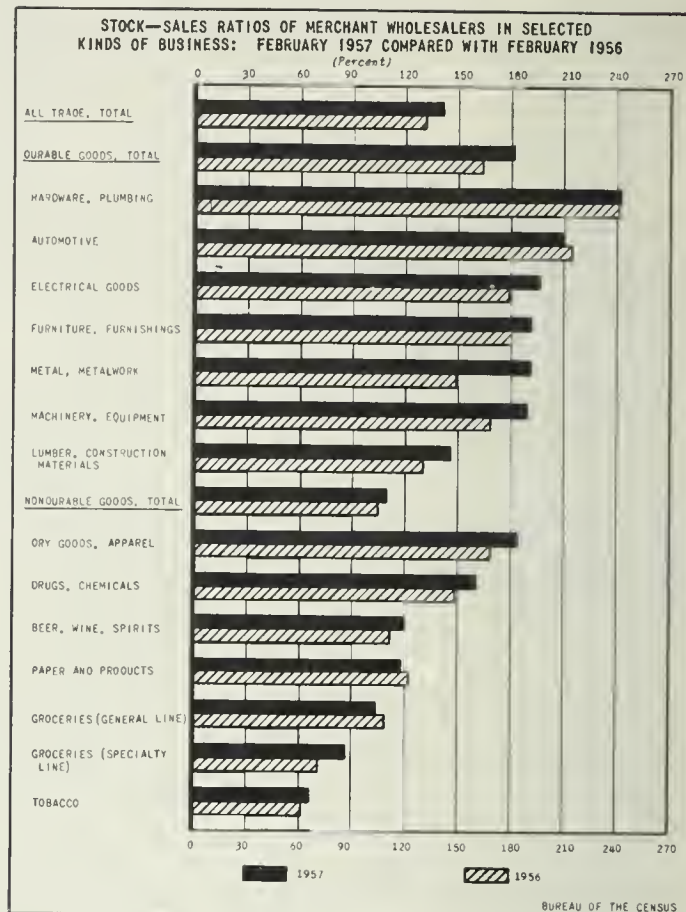
Lumber, millwork wholesalers.--Merchant wholesale establishments primarily engaged in selling lumber and millwork such as rough, dressed, and finished lumber; sheathing, siding, flooring, shingles, plywood, veneers, doors, sashes, frames, interior woodwork and trim.

Construction materials distributors.--Merchant wholesale establishments primarily engaged in selling such construction materials as brick, tile, and terra cotta; cement, lime, and plaster; building glass; sand, gravel, and crushed stone, ready-mixed concrete; roofing, aiding and insulation; and stone, slate, concrete products, and building board.

Machinery, equipment, supplies distributors

Air conditioning, commercial refrigeration equipment distributors.--Merchant wholesale establishments primarily engaged in selling commercial refrigeration equipment (including electric) such as refrigerators, display cases, freezers, dispensers, water coolers, food locker equipment; and those selling air conditioning and ventilating equipment and supplies, including fans, blowers, and accessories. Establishments specializing in the sale of commercial refrigeration components and accessories are also included in this classification.

Commercial machines, equipment distributors.--Merchant wholesale establishments primarily engaged in selling office machines and equipment (except furniture) such as adding machines, typewriters, addressing, duplicating, sealing, computing, stapling, accounting, and statistical machines; restaurant and hotel equipment such as coffee urns, steam tables, china, glassware, silverware, linens, and related items; store machines and fixtures such as display fixtures, show racks, pricing equipment, cash registers, scales, meat slicers and grinders, coffee grinders, etc.; and such related equipment as florists' supplies, theater supplies and equipment, and parking meters. Establishments primarily engaged in selling to users are included, as well as those selling to dealers.



Machinery, equipment, supplies distributors--continued

Industrial machinery, equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling machinery, equipment, and supplies to manufacturing and mining concerns. Included here are establishments selling industrial machinery; industrial belting, hose, and packing; machine tools, mine and mill supplies; oil well and oil refining supplies; printing machinery and supplies; industrial rope, cordage, and twine; industrial materials, handling equipment; power transmission equipment; and machinery and equipment for such industries as food products, woodworking, shoe manufacturing, tanning, textile, and paper and pulp.

Professional equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling dental supplies (chairs, sterilizers, cabinets, instruments, dental gold and alloys, waxes, teeth, and the like); religious supplies (church goods and religious articles such as statuary, vestments, fonts, candles, religious pictures, calendars, literature, etc.); school equipment and supplies (desks, blackboards, chalk, rulers, wall and globe maps, etc.); optical goods; surgical, medical, hospital supplies, and equipment; artists' supplies; engineering instruments and supplies; and supplies for other professions.

Surgical, medical, hospital supply houses.--Merchant wholesale establishments primarily engaged in selling surgical and medical instruments; doctors apparatus and equipment; orthopedic appliances; artificial limbs; operating room and other hospital equipment; X-ray machines and accessories and other scientific instruments used by physicians and in hospitals.

Service establishment, supply houses.--Merchant wholesale establishments primarily engaged in selling barber and beauty supplies; laundry, dry cleaning equipment, supplies (washing, drying, ironing, and pressing machines; laundry soaps and chemicals; dry cleaning fluids, marking equipment, etc.); shoe service supplies and equipment; undertakers supplies (caskets, burial vaults, burial equipment); upholsterers supplies (fabrics, leather and fillings, and other types of supplies used in the upholstery trade); and miscellaneous service equipment, such as janitors' supplies, furriers' supplies, bootblack's supplies, and hat cleaners' supplies.

Other industrial machinery, equipment distributors (not shown separately in accompanying table).--Merchant wholesale establishments primarily engaged in selling (a) transportation equipment such as aircraft and aeronautical equipment, supplies; railroad equipment, supplies; marine equipment, supplies; and other transportation equipment and supplies; (b) construction machinery, equipment such as road building machinery, excavating and dredging machinery, derricks, cranes, hoists, and winches; and related construction equipment as pneumatic hammers, concrete construction clamps and forms, scaffolding, chutes, and wheelbarrows--but not construction materials, and (c) farm-garden machinery, equipment (including tractors) used in the preparation and maintenance of the soil, the planting and harvesting of crops, and other operations and processes pertaining to agriculture; dairy machinery and equipment, such as milking machines and cream separators; poultry equipment, such as incubators, brooders, and feeders and irrigation equipment.

Metals, metalwork (except scrap) distributors

Iron, steel, and products distributors.--Merchant wholesale establishments usually referred to as steel warehouses--primarily engaged in selling iron and steel products such as semifinished forms and shapes, plates, sheets, strips, bars, structural shapes, piling, nails, tubular products, wire products, forgings and castings. Steel warehouses of firms operating steelworks and rolling mills are also included here.

Nonferrous metals distributors.--Merchant wholesale establishments primarily engaged in selling nonferrous metals and metalwork such as aluminum, copper, tin, brass, lead, and zinc.

Scrap, waste materials dealers

Iron, steel scrap dealers.--Merchant wholesale establishments primarily engaged in assembling, breaking up, sorting, and selling all forms of iron and steel scrap.

Waste materials dealers.--Merchant wholesale establishments primarily engaged in assembling, sorting, and selling such waste materials as nonferrous scrap metals, waste paper, rags, wiping cloths, textile wastes, scrap rubber, and other waste and salvage materials. Scrap iron and steel may be handled as secondary lines.

Jewelry wholesalers

Jewelry wholesalers.--Merchant wholesale establishments primarily engaged in selling a general or specialty line of jewelry such as clocks and watches; precious stones and metals; watch materials, jewelers supplies; costume jewelry; and miscellaneous items such as silverware, plated ware, medals, trophies, semiprecious stones, and insignia.

NONDURABLE GOODSGrocery, confectionery, meat wholesalers

General-line grocery wholesalers.--Merchant wholesale establishments handling a general line of dry groceries and processed foods usually sold in retail grocery stores, such as canned foods, flour, sugar, coffee, tea and spices, as well as such nonfood items as household chemicals, soaps and detergents, paper products, brooms, brushes, etc. Voluntary group wholesalers, retailer-cooperative warehouses, and cash-and-carry depots are included, as well as nonaffiliated general-line grocery wholesalers.

Specialty-line grocery wholesalers.--This classification includes two general types of merchant wholesale establishments: Those handling a combination of grocery items, no one item predominating, but not a sufficiently broad line of commodities to be classified as "general line"; and those primarily engaged in selling specialized lines of groceries and related products, such as canned foods; coffee, tea, and spices; dairy products; dried fruits and nuts; frosted and frozen foods; fish and seafood; bakery products; packaged breakfast cereals; flour; cooking oils and shortening; and soft drinks.

Confectionery wholesalers.--Merchant wholesale establishments primarily engaged in selling candy, chewing gum, popcorn, potato chips, salted nuts, fountain fruits and syrups, and related items. Cigars, cigarettes, and other products are also frequently handled as secondary lines.

Meat, meat products wholesalers.--Merchant wholesale establishments primarily engaged in selling fresh, frozen, cured or processed (but not canned) meats, lard, and other edible meat products. Secondary lines such as butter, cheese, eggs, dressed poultry, vegetable shortening, and canned meats are frequently handled.

Farm products (edible) distributors

Poultry, poultry products distributors.--Merchant wholesale establishments primarily engaged in selling live or dressed poultry, eggs, and related products. Establishments primarily engaged in dressing poultry are considered manufacturers.

Fresh fruit, vegetable wholesalers.--Merchant wholesale establishments primarily engaged in selling fresh fruits, vegetables, berries, melons, and related items.

Beer, wine, distilled spirits wholesalers

Beer, ale distributors.--Merchant wholesale establishments primarily engaged in selling beer, ale, porter, stout and other fermented malt liquors. Soft drinks, confectionery, tobacco, wines, and spirits are frequently handled as secondary lines.

Wine, distilled spirits wholesalers.--Merchant wholesale establishments primarily engaged in selling wines, whiskey, gin, rum, brandy, and other spirits, including neutral spirits and ethyl alcohol used in blending. Merchants who bottle and sell wines and distilled spirits manufactured in bulk by others, liquor departments of drug wholesalers, and State-operated wholesale outlets are included. State depots primarily engaged in supplying State liquor stores, however, are not included in wholesale trade.

Drugs, chemicals, allied products wholesalersDrug wholesalers (general and specialty lines)

General-line drug wholesalers (not shown separately).--Merchant wholesale establishments engaged in selling a full line of drugs, pharmaceuticals, proprietary medicines, druggists rubber goods, cosmetics, toiletries, drug sundries, and related merchandise. Cooperatives and voluntary group wholesalers handling a full line of drugs are also included in this classification. Liquor departments of drug wholesalers, however, are included with "wine and distilled spirits wholesalers."

Specialty-line drug wholesalers (not shown separately).--Merchant wholesale establishments primarily engaged in selling proprietary medicines, toilet preparations, and articles such as drugs, perfumes, cosmetics, powders, shaving preparations, toilet soap, dentifrices, combs, brushes, mirrors, medical glass, bandages, rubber goods, and antiseptics.

Drugs, chemicals, allied products wholesalers--Continued

Industrial chemicals, explosives wholesalers.--Merchant wholesale establishments primarily engaged in selling such industrial and heavy chemicals as coal-tar chemicals, plastics, compressed and liquefied gases except LP gases, acids, ammonias, sodas, industrial alcohols, explosives, dyestuffs, naval stores, etc. Concerns primarily engaged in selling pyrotechnics and ammunition for small arms are included in "Amusement and sporting goods wholesalers."

Paint, varnish wholesalers.--Merchant wholesale establishments primarily engaged in selling paints, varnishes, lacquers, enamels, calcimines, shellacs, and stains. Glass, wallpaper, painters supplies, oils, chemicals, and related products are frequently handled as secondary lines.

Tobacco distributors

Tobacco distributors.--Merchant wholesale establishments primarily engaged in selling manufactured tobacco products such as cigars, cigarettes, chewing and smoking tobacco, and snuff. Confectionery, smokers articles, razor blades, playing cards, etc., are frequently handled as secondary lines.

Dry goods, apparel wholesalers

Clothing, furnishings, footwear wholesalers.--Merchant wholesale establishments primarily engaged in selling men's, boys' clothing, and furnishings (including suits, coats, overcoats, work clothing, hats and caps, shirts, ties, and underwear); women's, children's clothing, furnishings, and accessories (including suits, dresses, and skirts); furs and fur clothing; millinery, millinery supplies; shoes and other footwear; work clothing; and related lines.

Dry goods wholesalers (general and specialty lines)

General-line dry goods wholesalers (not shown separately).--Merchant wholesale establishments engaged in selling a diversified combination of lines usually sold in retail dry goods and general merchandise stores, including piece goods, home furnishings, work clothing, dresses, infants' wear, notions, and hosiery. Men's and women's clothing, furnishings, and millinery frequently constitute secondary lines.

Specialty-line dry goods wholesalers (not shown separately).--Merchant wholesale establishments primarily engaged in selling hosiery, underwear, piece goods, knit and lace goods, fancy linen and needlework and notions (thread, tapes, needles, pins, buttons, hair accessories, zippers, and shoe laces).

Piece goods converters.--Merchant wholesale establishments which purchase textiles in the gray or unfinished form, have them dyed and/or finished by others, usually on a contract basis, and sell to the cutting-up trade, garment makers, wholesalers, or retailers. Converters operating bleaching, dyeing, and finishing plants are not considered as merchant wholesalers.

Paper, allied products wholesalers

Paper wholesalers.--Merchant wholesale establishments primarily engaged in selling wrapping paper and other coarse paper; fine paper (writing papers, reproduction paper stock, cover, text, thin, and other fine papers); newsprint and book paper; paperboard; and converted paper products such as bags, boxes, cups, dishes, towels, napkins, tissues, and bottle caps.

Stationery, wallpaper wholesalers.--Merchant wholesale establishments primarily engaged in selling commercial and social stationery, including envelopes, typewriter and mimeograph paper in cut sizes, file cards and folders; and office supplies such as pens, pencils, writing inks, carbon paper, paper clips, typewriter ribbons, greeting cards, and erasers; and embossed and printed wallpaper for use in covering or decorating interior walls and ceilings.

Farm products (raw materials) merchants

Farm products (raw materials) merchants.--Merchant wholesale establishments primarily engaged in selling cotton, grain, hides, skins, raw furs, livestock, leaf tobacco, wool, mohair, horses and mules, and other inedible products such as broomcorn, moss, hair, feathers, bristles, and fibers. This classification includes merchants (including terminal elevators) primarily engaged in selling raw farm products in marketing centers. Dealers buying such products direct from farmers and assembling them at local production points are classified as "assemblers" and not included here.

Other nondurable goods wholesalers

Amusement, sporting goods distributors.--Merchant wholesale establishments primarily engaged in selling camera and photographic goods (cameras, parts, and accessories, projection apparatus, enlargers, developing and printing room apparatus and accessories, sensitized unexposed photographic supplies and equipment); sporting goods (toys, games, novelties, fireworks, bicycles, sporting goods, and athletic goods); and other recreation goods such as playground equipment, billiard and bowling equipment and supplies; and hobby goods.

Book, magazine, newspaper wholesalers.--Merchant wholesale establishments primarily engaged in selling books, magazines, periodicals, newspapers, and related items.

Coal wholesalers.--Merchant wholesale establishments primarily engaged in selling bituminous coal, anthracite coal, and coke. This includes firms with coal yards as well as those selling goods shipped directly from mine to customer.

Farm supplies wholesalers.--Merchant wholesale establishments primarily engaged in selling mixed and other feeds; fertilizers, fertilizer materials, and agricultural chemicals; seeds (farm, garden, and flower); and miscellaneous farm supplies such as hay, straw, and alfalfa.

Merchant wholesalers, n.e.c.--(Not shown separately in the accompanying table.) Merchant wholesale establishments primarily engaged in selling petroleum products, cut flowers and potted plants; forest products except lumber; inedible oils and fats; textiles and materials other than dry goods; industrial yarns; crude rubber; ores; sponges; artificial leather; wood pulp; artificial flowers; and products not elsewhere classified; and establishments handling a line of merchandise too broad to be included in any of the classifications outlined above.

MONTHLY

WHOLESALE TRADE REPORT

MARCH 1957

 U. S. DEPARTMENT OF COMMERCE
 Sinclair Weeks, Secretary

 BUREAU OF THE CENSUS
 Robert W. Burgess, Director

FOR RELEASE

MAY 9, 1957

SALES AND INVENTORIES

First Quarter Sales

First quarter 1957 sales of merchant wholesalers were 3 percent ahead of sales in the first quarter of 1956. Sales in the nondurable goods trades were generally higher than in the durable goods trades.

Farm products (raw materials) merchants, with quarterly sales up 26 percent over first quarter 1956, reported the most significant increase; in contrast, distributors of edible farm products noted declines. However, most nondurable trades reported increases, with significant gains indicated by retailer-cooperative grocery wholesalers (14%) and by meat wholesalers (11%). The largest increase in quarterly sales reported among the durable goods trades was a 7 percent gain shared by automotive equipment wholesalers, industrial machinery distributors and service establishment supply houses. Declines were noted by 8 durable goods trades, the sharpest drop being shown by lumber, millwork distributors (19%).

With the exception of the New England and East North Central Divisions, which showed no change, all other geographic divisions shared in the increased sales during the first quarter of 1957 compared to 1956. The East South Central and West South Central Divisions, reflecting heavier marketing of farm products (raw materials) this year, registered the principal gains--10 and 12 percent respectively--over first quarter 1956 sales.

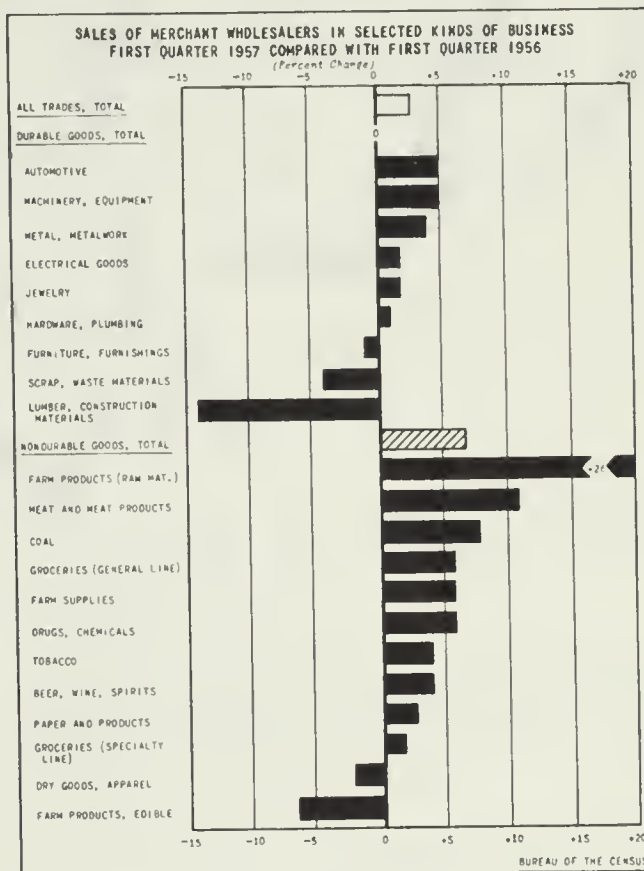
March Sales

March 1957 sales increased seasonally 8 percent above February but were only slightly (1%) above March sales a year ago. Electrical appliance distributors, reporting no change, and scrap and waste materials dealers, with a small decline, were the only trades which failed to show an increase in sales over the previous month. Among the trades showing substantial increases over February were wholesalers of lumber, millwork (20%), jewelry (18%), air conditioning-commercial refrigeration (18%) and industrial chemicals (16%). Most nondurable goods trades reported sales gains over a year ago. These were partially offset by declines in the durable goods trades. Coal wholesalers, with sales up 20 percent over last March indicated the principal increase, while lumber, millwork wholesalers, off 20 percent, showed the sharpest decline from March 1956 sales.

Inventories

Inventories of wholesalers at the end of March were only slightly (1%) above the previous month but were 8 percent higher than stocks on hand a year ago. The March 1957 stock-sales ratio of 128 percent for all merchant wholesalers was 12 points below the February ratio but 6 points above the ratio for a year ago. A chart comparing March 1957 and March 1956 stock-sales ratios in selected trades is included on page 6.

Most trades indicated only small changes from previous month inventories. Coal wholesalers, while reporting the sharpest decline (23%) from February inventories, also noted the largest increase (45%)



compared with year-ago stocks. Other substantial increases over year-ago inventories were shown by iron and steel products distributors (31%) and farm products merchants (20%). The only large decline from a year ago was reported by piece goods converters (14%).

Inventory changes by geographic division were small compared with a month ago, being limited to 2 percent or less in seven of the nine divisions. However, the East South Central Division reported a 4 percent decline, while the Pacific Division noted a gain of 6 percent. All divisions reported stocks from 5 to 11 percent higher than a year ago. The largest increase was shared by both the West North Central and South Atlantic Divisions.

General

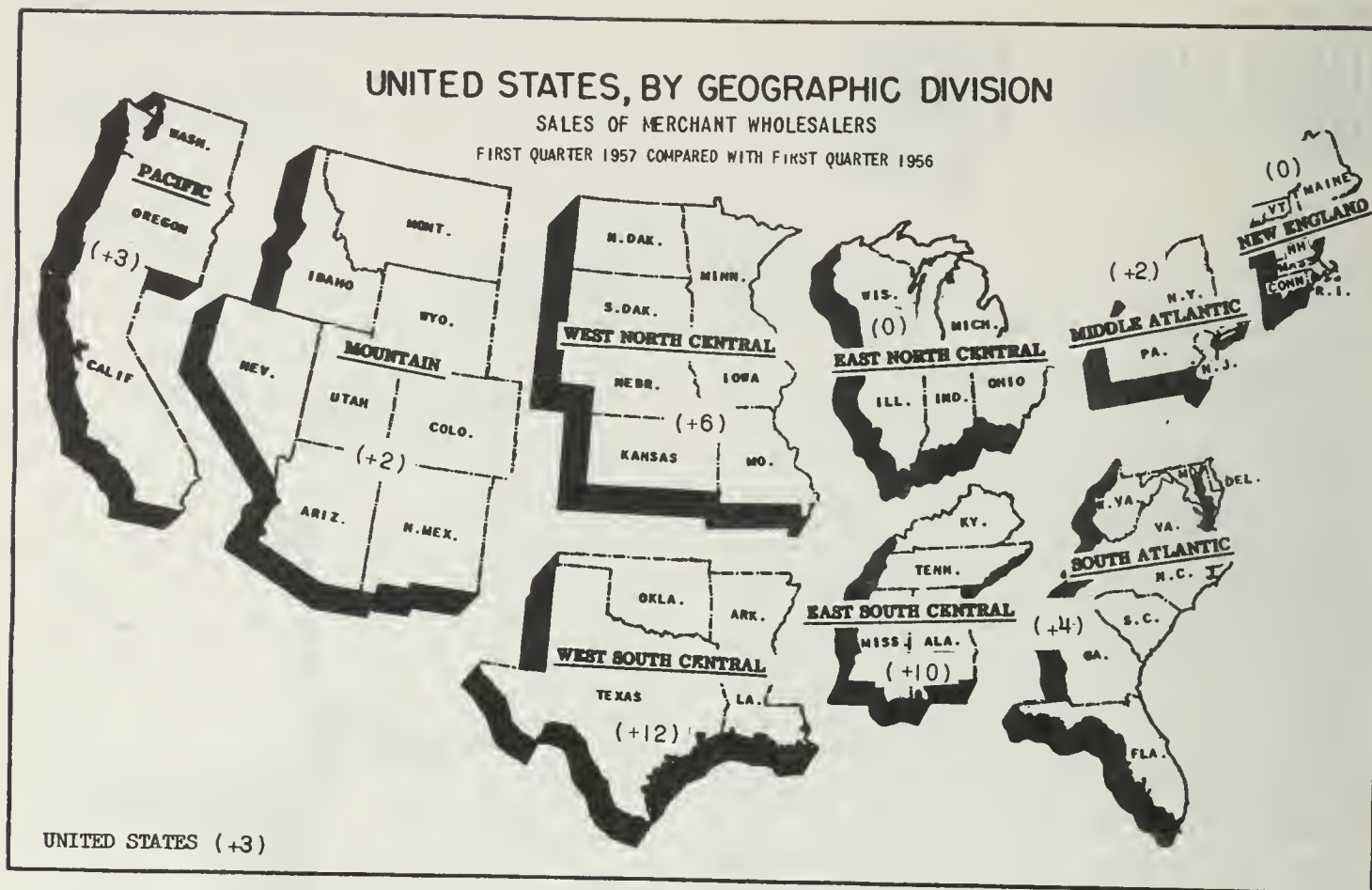
Data shown in this report are based on a probability sample representative of all merchant wholesalers in the country. A description of this sample is included on page 2.

Each month approximately one week prior to the publication of this report, an advance release is issued containing percentage changes in sales and inventories and stock-sales ratios for most trades covered by this report. This advance release is available upon request.

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DESCRIPTION OF SAMPLE, TERMINOLOGY AND KINDS OF BUSINESS

Scope of the Survey.--Wholesale trade includes several types of establishments: merchant wholesalers; manufacturers sales branches and sales offices; petroleum bulk stations; assemblers of farm products; and agents, brokers and commercial merchants. This survey is limited to merchant wholesalers which constitute the major portion of the broad field of wholesale trade. However, all kinds of business in which merchant wholesalers operate are represented in this survey.

Merchant wholesalers are described in the Standard Industrial Classification Manual developed by the Federal Bureau of the Budget, as "Establishments usually known as wholesalers, merchant wholesalers or jobbers, primarily engaged in buying, taking title to, and where customary, physically storing and handling goods and selling the goods at wholesale principally to retailers and industrial and commercial users. This group also includes industrial distributors, exporters, and importers, cash-and-carry wholesalers; drop shippers, wagon distributors, etc. The establishments included in this group may perform operations on the goods incidental to the wholesale trading and delivery, such as installing equipment, and fixtures; and collecting and baling waste materials. Firms which operate retail and manufacturing establishments in addition to their wholesale establishments report only for their merchant wholesale establishments. A description of each kind of business classification shown in this report is included on page 6.

Sample design.--Firms reporting in the survey are part of a probability sample representing merchant wholesalers in all kinds of business. The sample, which includes over 17,000 firms (about 26,000 establishments) is drawn from two sources: (1) 1954 Census of Business lists representing all wholesalers (with paid employees) in business in 1954 and (2) Bureau of Old Age and Survivors Insurance (BOASI) lists of wholesalers (with paid employees) entering business (or requesting new Employer Identification Numbers) since 1954.

The reporting panel includes a fixed panel of about 1,400 very large firms reporting monthly and four rotating panels each containing about 3,900 smaller firms which report every fourth month. In any given month, the total reporting panel includes about 5,300 firms. Over 90 percent of this number of firms submit their reports in time for tabulation.

The number of firms selected in the sample for each kind of business varies from 150 to 650 firms, depending upon (a) the total number of firms in the trade, (b) the distribution of firms within the trade by sales-size, (c) the degree of reliability desired in the data, and (d) whether geographic division trends were to be shown for the trade.

This sample has been designed to develop monthly dollar volume estimates of sales and inventories by kind of business with a sampling variability for each trade of approximately 5 percent at the one sigma level. The sampling variability of the percentage changes based on this sample is expected to be somewhat lower. In those kinds of business for which percentage changes are shown by geographic division, the sample chosen for the national estimates was increased by about 50 percent to provide wider representation by geographic division. In some of these trades, however, data are not shown separately for some geographic divisions because even this increase in the sample size will not provide reliable results in all geographic divisions.

Each firm selected in the sample has an assigned weight which reflects its probability of selection (or, in other terms, the number of firms in the trade which it represents in the sample). Large firms are selected with certainty, thus having a weight of one (1). Other firms are sampled at varying rates, depending upon size, with smaller firms having a lower probability of selection and thus a larger weight.

Percentage changes.--For each firm reporting, data are available for each of the three months (current, previous, and year ago) for which comparisons are made. Sales and inventory figures reported for each firm are multiplied by its weight and the results summarized to obtain percentage changes of sales and inventories and stock-sales ratios. Data in this report are not adjusted for number of days in the month nor for seasonal or price fluctuations.

Sales include sales of merchandise and receipts from repairs or other services to customers after deducting returns and allowances, and discounts. Sales of merchandise for others on a commission basis are also included. Local and State sales taxes, and Federal excise taxes are included. Sales trends shown in this report reflect the operation of firms selected in the sample which were in business in each of the three months compared.

Inventory, end-of-month represents stock, at cost value, of merchandise on hand for sale at the end of the month. Inventory trends are based on reports from only those firms which included data for all three periods compared. The number of firms reporting inventories is generally smaller than the number reporting sales. Some firms cannot submit inventory data in time for tabulation but furnish sales figures only.

Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for those firms reporting inventories in conjunction with sales. Excluded from these ratios were all firms which report "zero" inventories (e.g., drop shippers). No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.

Table 1.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS

MARCH 1957

Kind of business	Sales			Inventory, end-of-month (at cost)		Stock-sales ratios (percent)		
	Percent change							
	Mar. 1957 from--		3 mo. 1957 from 3 mo. 1956	Percent change, Mar. 1957 from--		Mar. 1957	Mar. 1956	Feb. 1957
	Mar. 1956	Feb. 1957		Mar. 1956	Feb. 1957			
MERCHANT WHOLESALERS, TOTAL	+1	+8	+3	+8	+1	128	122	140
Durable goods, total.....	-4	+9	0	+8	+2	164	149	179
Automotive wholesalers.....	-1	+8	+5	+5	+1	205	197	220
Motor-vehicle distributors.....	-7	+11	-5	-2	-1	121	118	135
Automotive equipment, tire-tube wholesalers.....	0	+7	+7	+6	+1	227	216	241
Electrical, electronics, appliance distributors.....	-3	+1	+2	+11	+4	192	167	187
Electrical apparatus, supplies distributors.....	-2	+1	+3	+14	+5	181	158	174
Electrical appliances, TV, radio sets, electronic parts, distributors.....	-4	0	0	+8	+3	204	177	202
Furniture, home furnishings wholesalers.....	-1	+9	-1	0	+2	187	184	196
Furniture wholesalers.....	-1	+6	+1	0	+2	184	175	184
Home furnishings, floor coverings wholesalers.....	-1	+10	-2	0	+3	189	189	204
Hardware, plumbing-heating goods wholesalers.....	0	+11	+1	0	0	233	233	257
Hardware wholesalers.....	+4	+12	+2	0	0	258	262	284
Plumbing, heating equipment, supplies distributors.....	-3	+9	-1	-2	0	206	203	229
Lumber, construction materials distributors.....	-17	+17	-14	-1	+1	124	109	144
Lumber, millwork wholesalers.....	-20	+20	-19	-4	0	154	131	183
Construction materials distributors.....	-12	+13	-6	+5	+3	96	85	106
Machinery, equipment, supplies distributors.....	+2	+12	+5	+10	+1	160	154	179
Air conditioning, commercial refrigeration equipment, distributors.....	-11	+18	-4	+12	+1	239	197	288
Commercial machines, equipment distributors.....	+6	+11	+2	+7	0	164	154	175
Industrial machinery, equipment, supplies distributors.....	+1	+10	+7	+11	+2	134	131	148
Professional equipment, supplies distributors.....	+6	+5	+5	+5	-3	182	181	192
Surgical, medical, hospital supply houses.....	+5	+2	+4	+1	0	143	147	145
Service establishment supply houses.....	+11	+9	+7	+5	+2	127	131	137
Metals, metalwork (except scrap) distributors.....	+6	+10	+4	+29	+3	171	140	188
Iron, steel and products distributors.....	+3	+10	+5	+31	+4	222	172	227
Nonferrous metals distributors.....	+11	+10	+3	+18	0	62	63	82
Scrap, waste materials dealers.....	-7	-3	-4	+2	-2	44	42	45
Iron, steel scrap dealers.....	+1	-3	+4	+11	-2	33	34	34
Waste materials dealers.....	-19	-1	-17	-5	-2	61	55	60
Jewelry wholesalers.....	+2	+18	+2	+4	-1	227	225	258
Nondurable goods, total	+5	+8	+7	+8	-1	97	96	107
Grocery, confectionery, meat wholesalers.....	+6	+6	+6	+2	-1	73	77	78
General-line grocery wholesalers.....	+3	+4	+6	-1	-1	97	106	103
Voluntary groups.....	+6	+2	+5	0	+1	84	94	87
Retailer-cooperative.....	+7	+5	+14	+11	-1	73	74	76
Nonaffiliated.....	0	+8	+2	-4	-3	110	114	122
Specialty-line grocery wholesalers.....	+7	+8	+2	+5	-2	71	73	80
Confectionery wholesalers.....	+6	+7	+4	+13	+4	95	91	98
Meat, meat products wholesalers.....	+13	+5	+11	+14	+7	24	22	23
Farm products (edible) distributors.....	-11	+6	-6	+3	+3	25	23	26
Poultry, poultry products distributors.....	-11	+5	-10	+11	+5	29	23	29
Fresh fruit, vegetable wholesalers.....	-10	+7	-4	-2	+2	22	22	24
Beer, wine, distilled spirits wholesalers.....	+2	+10	+4	+15	+5	133	114	139
Beer, ale distributors.....	+4	+7	+4	+11	+10	68	60	66
Wine, distilled spirits wholesalers.....	+1	+12	+4	+16	+4	168	145	178
Drugs, chemicals, allied products wholesalers.....	+8	+9	+6	+10	+1	136	133	148
Drug wholesalers (general and specialty lines).....	+9	+6	+7	+9	+2	150	152	156
Industrial chemicals, explosives wholesalers.....	+6	+16	+5	+13	+1	97	91	115
Paint, varnish wholesalers.....	+2	+15	0	+9	0	167	149	191
Tobacco distributors.....	-1	+6	+4	+8	+1	57	53	62
Dry goods, apparel wholesalers.....	0	+9	-2	-1	0	192	200	222
Clothing, furnishings, footwear wholesalers.....	+4	+10	-1	+8	0	169	174	207
Dry goods wholesalers (general and specialty lines).....	-1	+10	0	0	+2	223	228	240
Piece goods converters.....	-7	+5	-6	-14	-7	171	185	211
Paper, allied products wholesalers.....	+1	+6	+3	+7	0	123	117	130
Paper wholesalers.....	0	+6	+3	+7	0	118	112	124
Stationery, wallpaper wholesalers.....	+8	+8	+8	+9	-3	157	156	168
Farm products (raw materials) merchants.....	+14	+4	+26	+20	-8	110	109	135
Other nondurable goods wholesalers.....	+8	+8	+8	+9	-1	88	89	99
Amusement, sporting goods distributors.....	+3	+10	+5	+6	+3	204	219	214
Book, magazine, newspaper wholesalers.....	+7	+6	+9	+16	+3	116	105	131
Coal wholesalers.....	+20	+1	+8	+45	-23	54	41	66
Farm supplies wholesalers.....	+3	+15	+6	+4	-9	97	100	129

r Revised from Press Release of March 1957.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS

MARCH 1957

Kind of business and geographic division (see map page 2)	Sales			Inventory, end-of-month (at cost)		Stock-sales ratios (percent)		
	Percent change			Percent change, Mar. 1957 from--		Mar. 1957	Mar. 1956	Feb. 1957
	Mar. 1957 from--		3 mo. 1957 from 3 mo. 1956	Mar. 1957 from--				
	Mar. 1956	Feb. 1957		Mar. 1956	Feb. 1957			
MERCHANT WHOLESALERS, TOTAL	+1	+8	+3	+8	+1	128	122	140
New England.....	-1	+6	0	+9	+2	127	121	134
Middle Atlantic.....	+3	+10	+2	+6	+1	114	115	129
East North Central.....	-3	+5	0	+6	0	125	117	132
West North Central.....	+6	+14	+6	+11	-2	133	134	154
South Atlantic.....	+2	+3	+4	+11	0	141	130	146
East South Central.....	+5	+6	+10	+5	-4	155	159	177
West South Central.....	+9	+2	+12	+10	+1	143	139	149
Mountain.....	-5	+3	+2	+9	0	179	156	187
Pacific.....	0	+11	+3	+7	+6	126	117	137
Automotive equipment, tire-tube wholesalers.....	0	+7	+7	+6	+1	227	216	241
Middle Atlantic.....	-4	+7	+6	+16	+6	224	206	228
East North Central.....	0	+1	+8	-7	-6	238	234	263
West North Central.....	+17	+11	+13	+7	+2	221	236	239
South Atlantic.....	+1	0	+3	+9	+2	209	181	210
East South Central.....	+4	+4	+10	+5	0	242	246	253
West South Central.....	-8	+6	+2	+9	+2	249	212	258
Mountain.....	-9	-14	+8	+9	+2	367	319	311
Pacific.....	0	+19	+1	+3	+3	209	201	243
Electrical apparatus, supplies distributors.....	-2	+1	+3	+14	+5	181	158	174
New England.....	-4	0	-14	+23	+6	213	180	208
Middle Atlantic.....	-7	+6	+2	+15	+6	150	123	146
East North Central.....	-12	-3	0	+12	+3	188	145	174
West North Central.....	0	-2	+8	+12	+2	205	187	195
South Atlantic.....	+1	+1	-2	+11	+7	191	171	180
East South Central.....	+6	-3	+13	+9	+2	170	181	180
West South Central.....	+3	+1	+7	+15	+5	215	190	206
Mountain.....	+10	+7	+14	+18	+10	181	175	177
Pacific.....	+2	+4	+6	+16	+10	153	137	146
Elect. appliances, TV, radio sets, electronic parts distrs.....	-4	0	0	+8	+3	204	177	202
New England.....	+11	+6	+5	+13	+2	183	182	200
Middle Atlantic.....	-14	-11	-4	+2	+4	210	172	183
East North Central.....	-2	+2	0	+19	+1	189	156	192
West North Central.....	-8	+1	-13	0	+6	221	213	208
South Atlantic.....	+4	+3	+4	+9	+1	212	189	209
East South Central.....	0	+17	-7	+12	-8	228	205	303
West South Central.....	-12	-4	-7	-9	+2	248	192	240
Pacific.....	-3	+12	+6	-4	+5	157	165	170
Furniture, home furnishings wholesalers.....	-1	+9	-1	0	+2	187	184	196
New England.....	+9	+33	-4	(X)	(X)	(X)	(X)	(X)
Middle Atlantic.....	+1	+7	+1	+7	+2	182	165	194
East North Central.....	-7	+9	-1	+8	+3	189	163	196
West North Central.....	+6	+18	+1	-15	+5	165	205	196
South Atlantic.....	+4	+4	+1	-12	-1	215	261	233
South Central.....	-13	+8	-5	-1	-1	202	189	218
Pacific.....	-5	+6	0	-5	+3	216	225	203
Hardware wholesalers.....	+4	+12	+2	0	0	258	262	284
Middle Atlantic.....	-2	+14	-5	+4	+3	229	218	239
East North Central.....	+14	+20	+7	-1	0	233	264	271
West North Central.....	+4	+15	+4	0	0	273	304	328
South Atlantic.....	-4	0	+1	+9	-2	312	276	318
East South Central.....	-8	-2	-2	-9	-2	254	246	244
West South Central.....	-9	+1	-4	+4	+1	317	277	316
Mountain.....	0	+20	-5	-2	+5	307	319	351
Pacific.....	+7	+13	+7	+1	0	230	242	259
Plumbing, heating equipment, supplies distributors.....	-3	+9	-1	-2	0	206	203	229
New England.....	+9	+7	0	+1	+5	218	222	240
Middle Atlantic.....	-3	+4	-3	-9	+2	229	251	233
East North Central.....	-7	+13	-3	0	+1	179	166	201
West North Central.....	-3	+17	+1	-1	+1	266	267	307
South Atlantic.....	-2	+7	+2	+7	+1	200	178	228
South Central.....	+9	+12	+3	+5	+2	190	189	210
Mountain.....	+5	+17	-3	(X)	(X)	(X)	(X)	(X)
Pacific.....	-13	+11	-3	-3	-3	184	173	223
Lumber, construction materials distributors.....	-17	+17	-14	-1	+1	124	109	144
New England.....	-9	+9	-9	-5	+6	117	89	116
Middle Atlantic.....	-5	+22	-13	-5	0	144	166	180
East North Central.....	-18	+10	-17	-6	+2	142	124	163
West North Central.....	-10	+22	-11	-6	-5	163	157	178
South Atlantic.....	-12	+17	-3	-1	-4	95	76	103
South Central.....	-12	+18	-9	+1	+3	130	122	150
Mountain.....	-6	+18	-7	+3	-6	139	117	175
Pacific.....	-25	+17	-18	+3	0	73	42	83

See footnote end of table.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS--Continued

MARCH 1957

Kind of business and geographic division (see map page 2)	Sales			Inventory, end-of-month (at cost)		Stock-sales ratios (percent)		
	Percent change							
	Mar. 1957 from--		3 mo. 1957 from	Percent change, Mar. 1957 from--		Mar. 1957	Mar. 1956	Feb. 1957
	Mar. 1956	Feb. 1957	3 mo. 1956	Mar. 1956	Feb. 1957			
Industrial machinery, equipment, supplies distributors.....	+1	+10	+7	+11	+2	134	131	148
New England.....	+5	+13	+9	(X)	(X)	(X)	(X)	(X)
Middle Atlantic.....	+7	+22	+9	+11	+3	106	101	130
East North Central.....	-7	+6	+4	-1	+1	144	152	151
West North Central.....	-14	-2	-2	-2	-3	135	122	139
South Atlantic.....	+33	-2	+12	+5	+1	123	158	130
South Central.....	+2	+8	+12	+18	-1	130	116	142
Mountain.....	-13	-9	-3	-2	+4	179	188	170
Pacific.....	-9	+16	-3	+5	+5	171	159	201
General-line grocery wholesalers.....	+3	+4	+6	-1	-1	97	106	103
New England.....	+3	+2	+7	+9	0	100	100	100
Middle Atlantic.....	+6	+5	+4	-1	0	95	108	97
East North Central.....	+2	+3	+4	-4	-1	87	95	90
West North Central.....	+4	+1	+7	0	+3	92	98	94
South Atlantic.....	+5	+3	+7	+2	-1	116	115	121
East South Central.....	+2	+5	+8	0	0	129	132	135
West South Central.....	+4	+7	+5	-3	-5	107	116	120
Mountain.....	0	+2	+7	+1	0	117	114	124
Pacific.....	+3	+5	+10	+5	+3	73	72	76
Specialty-line grocery wholesalers.....	+7	+8	+2	+5	-2	71	73	80
New England.....	-5	-2	-5	+4	+11	136	122	113
Middle Atlantic.....	+9	+5	+1	+10	-1	76	72	84
East North Central.....	+12	+8	+5	-1	-12	64	75	81
West North Central.....	+1	+12	-5	(X)	(X)	(X)	(X)	(X)
South Atlantic.....	+2	+27	+2	-2	-1	56	61	93
South Central.....	+3	-4	+13	+9	-4	97	95	67
Pacific.....	+8	+11	0	-3	+4	41	51	48
Fresh fruit, vegetable wholesalers.....	-10	+7	-4	-2	+2	22	22	24
New England.....	-2	+4	+2	-17	+2	20	33	20
Middle Atlantic.....	+3	+7	0	+9	+5	14	12	14
East North Central.....	-8	+10	-4	-2	+3	18	18	20
South Atlantic.....	-20	+2	-4	-2	+8	31	34	32
South Central.....	-8	+6	-3	+3	+6	23	22	25
Pacific.....	-9	+6	-3	-3	+1	23	22	24
Drug wholesalers (general and specialty-lines).....	+9	+6	+7	+9	+2	150	152	156
New England.....	+3	+3	+7	(1)	(1)	(1)	(1)	(1)
Middle Atlantic.....	+12	+7	+6	(1)	(1)	(1)	(1)	(1)
East North Central.....	+11	+5	+8	(1)	(1)	(1)	(1)	(1)
West North Central.....	+3	+2	+10	(1)	(1)	(1)	(1)	(1)
South Atlantic.....	+12	+9	+9	(1)	(1)	(1)	(1)	(1)
East South Central.....	+7	+2	+8	(1)	(1)	(1)	(1)	(1)
West South Central.....	+8	+6	+9	(1)	(1)	(1)	(1)	(1)
Mountain.....	+8	+9	+8	(1)	(1)	(1)	(1)	(1)
Pacific.....	+2	+7	+8	(1)	(1)	(1)	(1)	(1)
Tobacco distributors.....	-1	+6	+4	+8	+1	57	53	62
New England.....	-1	+9	+3	+10	+4	56	37	59
Middle Atlantic.....	+1	+4	+6	+15	-5	57	50	64
East North Central.....	+4	+8	+6	+5	0	55	56	59
West North Central.....	0	+10	+3	+10	-1	75	72	84
South Atlantic.....	-2	+1	+5	+12	+4	53	49	57
South Central.....	+1	+6	+1	+5	0	53	51	55
Pacific.....	+4	+14	+7	+3	+20	62	63	61
Dry goods, apparel wholesalers.....	0	+9	-2	-1	0	192	200	222
New England.....	+5	+1	-2	-7	+2	226	223	208
Middle Atlantic.....	0	+9	-3	-2	-1	191	205	227
East North Central.....	-3	+22	0	+3	+3	194	172	216
West North Central.....	+4	+16	-6	+3	-6	189	227	235
South Atlantic.....	-5	-2	-6	+10	-2	170	156	197
South Central.....	-4	+3	-8	+16	+5	279	232	271
Pacific.....	-6	+1	+3	-8	-2	173	188	190

¹ Due to incomplete reporting, inventory data by geographic division are being withheld and United States data for this trade are subject to revision. Revised data will be included in the April 1957 report.

X Insufficient data to show separately.

DESCRIPTION OF KINDS OF BUSINESS

All kinds of business in which merchant wholesalers operate are represented in this survey. The kinds of business shown in this report parallel broad classifications used in the 1954 Census of Business covering wholesale trade. Each establishment in this survey has been assigned a kind-of-business classification based upon its trade designation and an analysis of its annual 1954 sales by commodity lines as reported in the 1954 Census of Business. A description of each kind-of-business classification in this report is given below.

DURABLE GOODS

Automotive wholesalers

Motor-vehicle distributors.--Merchant wholesale establishments primarily engaged in selling new and used passenger automobiles and similar motor vehicles, road-type trucks, truck-tractors, busses, trailers, and semitrailers to dealers or to fleet operators, industrial accounts, and to commercial users. Dealers in road-type trucks, truck-tractors, and truck-trailers are included here on the basis of kind-of-goods sold.

Automotive equipment, tire-tube wholesalers.--Merchant wholesale establishments--frequently referred to as jobbers in this trade--primarily engaged in selling automotive equipment, accessories, parts, tires, tubes and garage equipment and tools.

Electrical, electronics, appliance distributors

Electrical apparatus, supplies wholesalers.--Merchant wholesale establishments selling a general line of electrical goods such as electrical equipment and apparatus; wiring supplies and construction materials; lighting fixtures and lamps; radio and television sets and accessories; electric refrigerators and other electrical appliances and specialties; and electronic parts and equipment; and those primarily engaged in selling such electrical equipment and apparatus; wiring supplies and construction materials, and lighting fixtures and lamps, as conduits and fittings, interior wires and cables, wiring devices, safety switches, poles, crossarms, pole-line hardware, outside wires and cables, residential, commercial, and industrial lighting fixtures, and incandescent and fluorescent lamps. Establishments specializing in the sale of electrical prime movers and other electrical power equipment for the generation, transmission, or utilization of electric energy are also included.

Electrical appliances, TV, radio sets, electronic parts distributors.--Merchant wholesale establishments primarily engaged in selling such electrical appliances and specialties as radio and television sets, dish washers, electric refrigerators, electric ranges, washing machines, ironers, radio and television parts and accessories, home freezers, sewing machines, hot water heaters, electric irons, percolators, clocks, hotplates, vacuum cleaners, etc., and electronic tubes, electronic replacement parts and accessories, and transmission and sound equipment.

Furniture, home furnishings wholesalers

Furniture wholesalers.--Merchant wholesale establishments primarily engaged in selling home or office furniture--wooden, metal or other.

Home furnishings, floor coverings wholesalers.--Merchant wholesale establishments primarily engaged in selling household china, glassware, and earthenware; floor coverings (carpets, rugs, linoleums, etc.); antique home furnishings; and miscellaneous home furnishings such as brooms, brushes, curtains, draperies, pictures and picture frames, window shades, kitchen utensils, phonograph records, and musical instruments.

Hardware, plumbing, heating goods wholesalers

Hardware wholesalers.--Merchant wholesale establishments selling a general line of merchandise sufficiently broad to service retail hardware stores and the hardware departments of other outlets--general-line hardware wholesalers; and establishments primarily engaged in selling builders hardware, heavy hardware, shelf or light hardware, and hardware specialties such as tools, cutlery, bolts, nuts, rivets, screws, padlocks, keys, and the like--specialty-line hardware wholesalers.

Plumbing, heating equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling plumbing and heating equipment and supplies such as plumbing fixtures, including sanitary ware; steam and hot water heating boilers, radiators, parts, and fittings; stoves, ranges, furnaces, and other types of heating apparatus (except electric); oil burners; gas appliances and supplies; plumbing pipe, valves, and fittings; and plumbers brass goods.

Lumber, construction materials distributors

Lumber, millwork wholesalers.--Merchant wholesale establishments primarily engaged in selling lumber and millwork such as rough, dressed, and finished lumber; sheathing, siding, flooring, shingles, plywood, veneers, doors, sashes, frame, interior woodwork and trim.

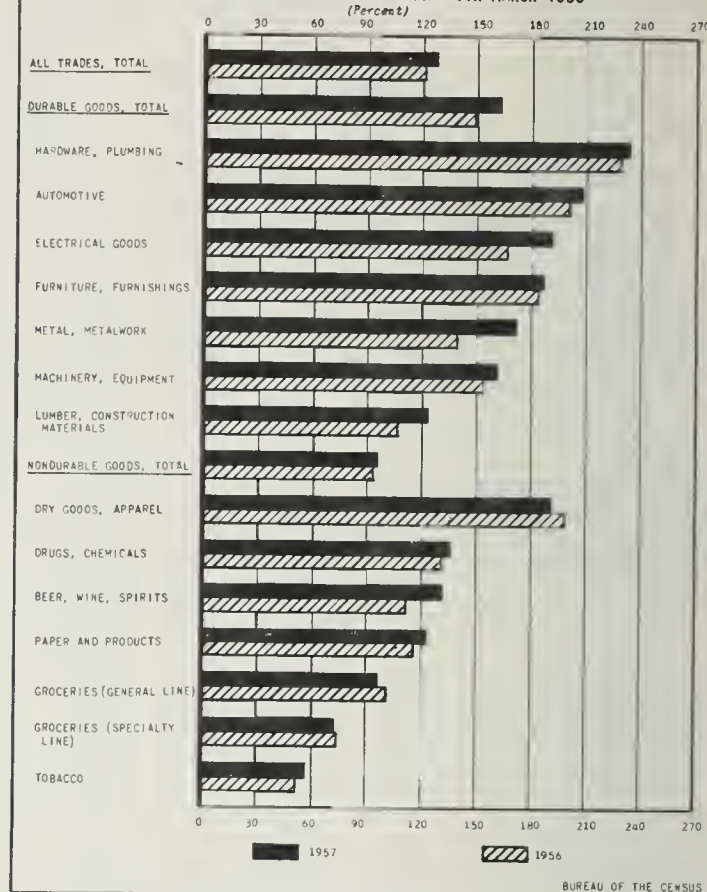
Construction materials distributors.--Merchant wholesale establishments primarily engaged in selling such construction materials as brick, tile, and terra cotta; cement, lime, and plaster; building glass; sand, gravel, and crushed stone, ready-mixed concrete; roofing, siding and insulation; and stone, slate, concrete products, and building board.

Machinery, equipment, supplies distributors

Air conditioning, commercial refrigeration equipment distributors.--Merchant wholesale establishments primarily engaged in selling commercial refrigeration equipment (including electric) such as refrigerators, display cases, freezers, dispensers, water coolers, food locker equipment; and those selling air conditioning and ventilating equipment and supplies, including fans, blowers, and accessories. Establishments specializing in the sale of commercial refrigeration components and accessories are also included in this classification.

Commercial machines, equipment distributors.--Merchant wholesale establishments primarily engaged in selling office machines and equipment (except furniture) such as adding machines, typewriters, addressing, duplicating, sealing, computing, stapling, accounting, and statistical machines; restaurant and hotel equipment such as coffee urns, steam tables, china, glassware, silverware, linens, and related items; store machines and fixtures such as display fixtures, show racks, pricing equipment, cash registers, scales, meat slicers and grinders, coffee grinders, etc.; and such related equipment as florists' supplies, theater supplies and equipment, and parking meters. Establishments primarily engaged in selling to users are included, as well as those selling to dealers.

STOCK-SALES RATIOS OF MERCHANT WHOLESALERS IN SELECTED KINDS OF BUSINESS: MARCH 1957 COMPARED WITH MARCH 1956



Machinery, equipment, supplies distributors--continued

Industrial machinery, equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling machinery, equipment, and supplies to manufacturing and mining concerns. Included here are establishments selling industrial machinery; industrial belting, hose, and packing; machine tools, mine and mill supplies; oil well and oil refining supplies; printing machinery and supplies; industrial rope, cordage, and twine; industrial materials, handling equipment; power transmission equipment; and machinery and equipment for such industries as food products, woodworking, shoe manufacturing, tanning, textile, and paper and pulp.

Professional equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling dental supplies (chairs, sterilizers, cabinets, instruments, dental gold and alloys, wax, teeth, and the like); religious supplies (church goods and religious articles such as altars, vestments, fonts, candles, religious pictures, calendars, literature, etc.); school equipment and supplies (desks, blackboards, chalk, rulers, wall and globe maps, etc.); optical goods; surgical, medical, hospital supplies, and equipment; artists' supplies; engineering instruments and supplies; and supplies for other professions.

Surgical, medical, hospital supply houses.--Merchant wholesale establishments primarily engaged in selling surgical and medical instruments; doctors' apparatus and equipment; orthopedic appliances; artificial limbs; operating room and other hospital equipment; X-ray machines and accessories and other scientific instruments used by physicians and in hospitals.

Service establishment, supply houses.--Merchant wholesale establishments primarily engaged in selling barber and beauty supplies; laundry, dry cleaning equipment, supplies (washing, drying, ironing, and pressing machines; laundry soaps and chemicals; dry cleaning fluids, marking equipment, etc.); shoe service supplies and equipment; undertakers' supplies (caskets, burial vaults, funeral equipment); upholsterers' supplies (fabrics, leather and fillings, and other types of supplies used in the upholstery trade); and miscellaneous service equipment, such as janitors' supplies, furriers' supplies, bootblack's supplies, and hat cleaners' supplies.

Other industrial machinery, equipment distributors (not shown separately in accompanying table).--Merchant wholesale establishments primarily engaged in selling (a) transportation equipment such as aircraft and aeronautical equipment, supplies; railroad equipment, supplies; marine equipment, supplies; and other transportation equipment and supplies; (b) construction machinery, equipment such as road building machinery, excavating and dredging machinery, derricks, cranes, hoists, and winches; and related construction equipment as pneumatic hammers, concrete construction clamps and forms, scaffolding, chutes, and wheelbarrows--but not construction materials, and (c) farm-garden machinery, equipment (including tractors) used in the preparation and maintenance of the soil, the planting and harvesting of crops, and other operations and processes pertaining to agriculture; dairy machinery and equipment, such as milking machines and cream separators; poultry equipment, such as incubators, brooders, and feeders and irrigation equipment.

Metals, metalwork (except scrap) distributors

Iron, steel, and products distributors.--Merchant wholesaler establishments usually referred to as steel warehouses--primarily engaged in selling iron and steel products such as semifinished forms and shapes, plates, sheets, strips, bars, structural shapes, piling, nails, tubular products, wire products, forgings and castings. Steel warehouses of firms operating steelworks and rolling mills are also included here.

Nonferrous metals distributors.--Merchant wholesaler establishments primarily engaged in selling nonferrous metals and metalwork such as aluminum, copper, tin, brass, lead, and zinc.

Scrap, waste materials dealers

Iron, steel scrap dealers.--Merchant wholesaler establishments primarily engaged in assembling, breaking up, sorting, and selling all forms of iron and steel scrap.

Waste materials dealers.--Merchant wholesaler establishments primarily engaged in assembling, sorting, and selling such waste materials as nonferrous scrap metals, waste paper, rags, wiping cloths, textile wastes, scrap rubber, and other waste and salvage materials. Scrap iron and steel may be handled as secondary lines.

Jewelry wholesalers

Jewelry wholesalers.--Merchant wholesaler establishments primarily engaged in selling a general-or specialty-line of jewelry such as clocks and watches; precious stones and metals; watch materials, jewelry supplies; costume jewelry; and miscellaneous items such as silverware, plated ware, medals, trophies, semiprecious stones, and insignia.

NONDURABLE GOODSGrocery, confectionary, meat wholesalers

General-line grocery wholesalers.--Merchant wholesaler establishments handling a general line of dry groceries and processed foods usually sold in retail grocery stores, such as canned foods, flour, sugar, coffee, tea and spices, as well as such nonfood items as household chemicals, soaps and detergents, paper products, brooms, brushes, etc. Voluntary group wholesalers, retailer-cooperative warehouses, and cash-and-carry depots are included, as well as nonaffiliated general-line grocery wholesalers.

Specialty-line grocery wholesalers.--This classification includes two general types of merchant wholesaler establishments: Those handling a combination of grocery items, no one item predominating, but not a sufficiently broad line of commodities to be classified as "general line"; and those primarily engaged in selling specialized lines of groceries and related products, such as canned foods; coffee, tea, and spices; dairy products; dried fruits and nuts; frozen and frozen foods; fish and seafood; bakery products; packaged breakfast cereals; flour; cooking oils and shortening; and soft drinks.

Confectionary wholesalers.--Merchant wholesaler establishments primarily engaged in selling candy, chewing gum, popcorn, potato chips, salted nuts, fountain fruits and syrups, and related items. Cigars, cigarettes, and other products are also frequently handled as secondary lines.

Meat, meat products wholesalers.--Merchant wholesaler establishments primarily engaged in selling fresh, frozen, cured or processed (but not canned) meats, lard, and other edible meat products. Secondary lines such as butter, cheese, eggs, dressed poultry, vegetable shortening, and canned meats are frequently handled.

Farm products (edible) distributors

Poultry, poultry products distributors.--Merchant wholesaler establishments primarily engaged in selling live or dressed poultry, eggs, and related products. Establishments primarily engaged in dressing poultry are considered manufacturers.

Fresh fruit, vegetable wholesalers.--Merchant wholesaler establishments primarily engaged in selling fresh fruits, vegetables, berries, melons, and related items.

Beer, wine, distilled spirits wholesalers

Beer, ale distributors.--Merchant wholesaler establishments primarily engaged in selling beer, ale, porter, stout and other fermented malt liquors. Soft drinks, confectionary, tobacco, wines, and spirits are frequently handled as secondary lines.

Wine, distilled spirits wholesalers.--Merchant wholesaler establishments primarily engaged in selling wines, whiskey, gin, rum, brandy, and other spirits, including neutral spirits and ethyl alcohol used in blending. Merchants who bottle and sell wines and distilled spirits manufactured in bulk by others, liquor departments of drug wholesalers, and State-operated wholesale outlets are included. State depots primarily engaged in supplying State liquor stores, however, are not included in wholesale trade.

Drugs, chemicals, allied products wholesalersDrug wholesalers (general and specialty lines)

General-line drug wholesaler (not shown separately).--Merchant wholesaler establishments engaged in selling a full line of drugs, pharmaceuticals, proprietary medicines, druggists' rubber goods, cosmetics, toiletries, drug sundries, and related merchandise. Cooperatives and voluntary group wholesalers handling a full line of drugs are also included in this classification. Liquor departments of drug wholesalers, however, are included with "wines and distilled spirits wholesalers."

Specialty-line drug wholesaler (not shown separately).--Merchant wholesaler establishments primarily engaged in selling proprietary medicines, toilet preparations, and articles such as drugs, perfumes, cosmetics, powders, shaving preparations, toilet soap, dentifrices, combs, brushes, mirrors, medical glass, bandages, rubber goods, and antiseptics.

Drugs, chemicals, allied products wholesalers--Continued

Industrial chemicals, explosives wholesalers.--Merchant wholesaler establishments primarily engaged in selling such industrial and heavy chemicals as coal-tar chemicals, plastics, compressed and liquefied gases (except LP gas), acids, ammonia, soda, industrial alcohols, explosives, dyestuffs, naval stores, etc. Concerns primarily engaged in selling pyrotechnics and ammunition for small arms are included in "Amusement and sporting goods wholesalers."

Paint, varnish wholesalers.--Merchant wholesaler establishments primarily engaged in selling paints, varnishes, lacquers, enamels, calcimines, shellac, and stains. Glass, wallpaper, painters' supplies, oils, chemicals, and related products are frequently handled as secondary lines.

Tobacco distributors

Tobacco distributors.--Merchant wholesaler establishments primarily engaged in selling manufactured tobacco products such as cigars, cigarettes, chewing and smoking tobacco, and snuff. Confectionery, smokers' articles, razor blades, playing cards, etc., are frequently handled as secondary lines.

Dry goods, apparel wholesalers

Clothing, furnishings, footwear wholesalers.--Merchant wholesaler establishments primarily engaged in selling men's, boys' clothing, and furnishings (including suits, coats, overcoats, work clothing, hats and caps, shirts, ties, and underwear); women's, children's clothing, furnishings, and accessories (including suits, dresses, and skirts); fur and fur clothing; millinery, millinery supplies; shoes and other footwear; work clothing; and related lines.

Dry goods wholesalers (general and specialty lines)

General-line dry goods wholesaler (not shown separately).--Merchant wholesaler establishments engaged in selling a diversified combination of lines usually sold in retail dry goods and general merchandise stores, including piece goods, home furnishings, work clothing, dresses, infants' wear, notions, and hosiery. Men's and women's clothing, furnishings, and millinery frequently constitute secondary lines.

Specialty-line dry goods wholesalers (not shown separately).--Merchant wholesaler establishments primarily engaged in selling hosiery, underwear, piece goods, knit and lace goods, fancy linen and needlework and notions (thread, tapes, needles, pins, buttons, hair accessories, zippers, and shoe laces).

Piece goods converters.--Merchant wholesaler establishments which purchase textiles in the gray or unfinished form, have them dyed and/or finished by others, usually on a contract basis, and sell to the cutting-up trade, garment makers, wholesalers, or retailers. Converters operating bleaching, dyeing, and finishing plants are not considered as merchant wholesalers.

Paper, allied products wholesalers

Paper wholesalers.--Merchant wholesaler establishments primarily engaged in selling wrapping paper and other coarse paper; fine paper (writing papers, reproduction paper stock, cover, text, thin, and other fine papers); newspaper and book paper; paperboard; and converted paper products such as bags, boxes, cups, dishes, towels, napkins, tissues, and bottle caps.

Stationary, wallpaper wholesalers.--Merchant wholesaler establishments primarily engaged in selling commercial and social stationary, including envelopes, typewriter and mimeograph paper in cut sizes, file cards and folders; and office supplies such as pens, pencils, writing inks, carbon paper, paper clips, typewriter ribbons, grating cards, and erasers; and embossed and printed wallpaper for use in covering or decorating interior walls and ceilings.

Farm products (raw materials) merchants

Farm products (raw materials) merchants.--Merchant wholesaler establishments primarily engaged in selling cotton, grain, hides, skins, raw furs, livestock, leaf tobacco, wool, mohair, horses and mules, and other inedible products such as broomcorn, moss, hair, feathers, bristles, and fibers. This classification includes merchants (including terminal elevators) primarily engaged in selling raw farm products in marketing cantars. Dealers buying such products direct from farmers and assembling them at local production points are classified as "assemblers" and not included here.

Other nondurable goods wholesalers

Amusement, sporting goods distributors.--Merchant wholesaler establishments primarily engaged in selling cameras and photographic goods (cameras, parts, and accessories, projection apparatus, enlargers, developing and printing room apparatus and accessories, sensitized unexposed photographic supplies and equipment); sporting goods (toys, games, novelties, fireworks, bicycles, sporting goods, and athletic goods); and other recreation goods such as playground equipment, billiard and bowling equipment and supplies; and hobby goods.

Book, magazine, newspaper wholesalers.--Merchant wholesaler establishments primarily engaged in selling books, magazines, periodicals, newspapers, and related items.

Coal wholesaler.--Merchant wholesaler establishments primarily engaged in selling bituminous coal, anthracite coal, and coke. This includes firms with coal yards as well as those selling goods shipped directly from mine to customer.

Farm supplies wholesaler.--Merchant wholesaler establishments primarily engaged in selling mixed and other feeds; fertilizers, fertilizer materials, and agricultural chemicals; seeds (farm, garden, and flower); and miscellaneous farm supplies such as hay, straw, and alfalfa.

Merchant wholesalers, n.e.c.--(Not shown separately in the accompanying table.) Merchant wholesaler establishments primarily engaged in selling petroleum products, cut flowers and potted plants; forest products except lumber; inedible oils and fats; textile end materials other than dry goods; industrial yarns; crude rubber; ores; sponges; artificial leather; wood pulp; artificial flowers; and products not elsewhere classified; and establishments handling a line of merchandise too broad to be included in any of the classifications outlined above.



MONTHLY WHOLESALE TRADE REPORT

U. S. DEPARTMENT OF COMMERCE
Sinclair Weeks, Secretary

BUREAU OF THE CENSUS
Robert W. Burgess, Director

APRIL 1957

FOR RELEASE
June 11, 1957

SALES AND INVENTORIES

Sales

Sales of merchant wholesalers in April 1957 were at the same level as in March but were 6 percent above sales a year ago. Cumulative sales for the first four months of 1957 were 4 percent higher than in the comparable period of 1956.

Durable goods trades, in total, showed a slight (1%) increase over March sales which was balanced by a slight (1%) decline in the nondurable goods trades totals. Compared with April sales a year ago, the durable goods were off 1 percent but the nondurable goods trades noted an increase of 11 percent. Sales of nondurable goods, up 8 percent during the first 4 months of this year, reflected a larger gain during this period than durable goods sales, which showed no change in the like period.

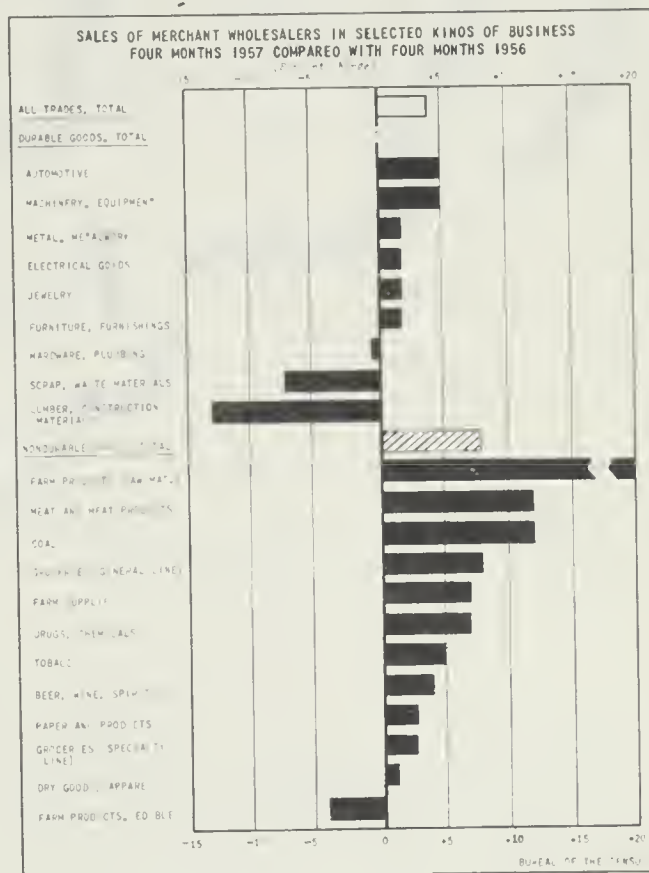
Air conditioning and refrigeration equipment distributors (16%), construction materials distributors (13%), beer, ale distributors (12%) and lumber, millwork wholesalers (10%) reported significant increases over March sales. These were offset, however, by sharp declines by farm supplies wholesalers (14%), electrical appliances distributors (9%) and iron, steel scrap dealers (9%). Substantial increases over year-ago sales were shown by farm products merchants (31%), clothing, furnishings wholesalers (26%) and coal wholesalers (21%). Declines from a year ago were recorded by other kinds of business, the sharpest decline being indicated by waste materials dealers (20%) and smaller decreases by iron, steel scrap dealers (12%) and lumber, millwork wholesalers (11%).

Although sales in the Mountain Division were up 12 percent over the previous month, all other divisions showed smaller changes ranging from an increase of 3 percent in New England to a decline of 3 percent in the Middle Atlantic and West North Central Divisions. Compared with a year ago, sales were up in eight geographic divisions, the smallest increase occurring in the West North Central Division (4%), the largest in the Pacific Division (11%). Sales were off slightly (1%) from a year ago in the East North Central Division.

Inventories

Wholesalers inventories at the end of April showed a slight (1%) decline from previous month inventories but were 8 percent above stocks on hand during April 1956. The April 1957 stock-sales ratio of 130 percent was 1 point below the ratio for March 1957 but 3 points above the ratio for a year ago.

While most trades indicated small changes from previous month inventories, significant declines were noted by wholesalers of farm supplies (11%) and coal (12%) and a moderate gain was shown by beer, ale distributors (9%). Changes from year-ago inventory levels were greater. Iron and steel products distributors indicated the sharpest increase (29%) while dry goods wholesalers indicated the sharpest decline (13%). Other large increases over year-ago stocks were shown



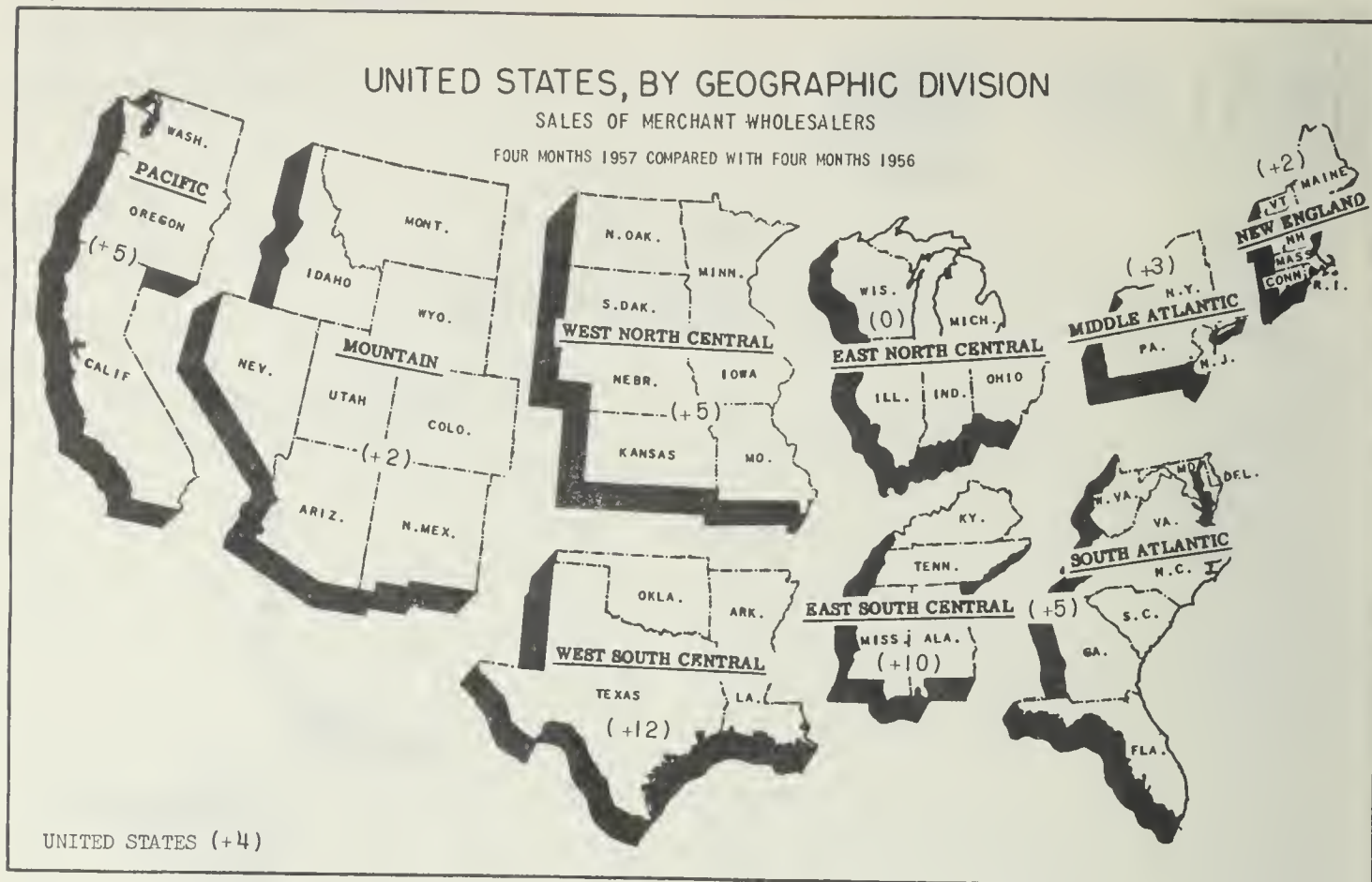
by farm products merchants (25%), coal wholesalers (16%), industrial machinery, equipment distributors (15%) and nonferrous metals distributors (15%). Sizeable drops were indicated by piece goods converters (11%) and by poultry distributors (9%).

By geographic divisions the changes from previous month inventory levels were mostly small and downward. While three divisions--the East North Central, the West South Central and the Mountain--showed no change; the remaining six divisions indicated declines of 1 to 3 percent. Compared with a year ago, however, all divisions registered moderate to substantial increases in inventories ranging from 4 percent in both the Middle Atlantic and the Pacific Divisions to 16 percent in the East South Central Division.

General

Data shown in this report are based on a probability sample representative of all merchant wholesalers in the country. A description of the revised sample is included on page 2.

Each month approximately one week prior to the publication of this report, an advance release is issued containing percentage changes in sales and inventories and stock-sales ratios for the period covered by this report. The advance release is available upon request.



DESCRIPTION OF SAMPLE, TERMINOLOGY AND KINDS OF BUSINESS

Scope of the Survey.--Wholesale trade includes several types of establishments: merchant wholesalers; manufacturers sales branches and sales offices; petroleum bulk stations; assemblers of farm products; and agents, brokers and commercial merchants. This survey is limited to merchant wholesalers which constitute the major portion of the broad field of wholesale trade. However, all kinds of business in which merchant wholesalers operate are represented in this survey.

Merchant wholesalers are described in the Standard Industrial Classification Manual developed by the Federal Bureau of the Budget, as "Establishments usually known as wholesalers, merchant wholesalers or jobbers, primarily engaged in buying, taking title to, and where customary, physically storing and handling goods and selling the goods at wholesale principally to retailers and industrial and commercial users. This group also includes industrial distributors, exporters, and importers, cash-and-carry wholesalers; drop shippers, wagon distributors, etc. The establishments included in this group may perform operations on the goods incidental to the wholesale trading and delivery, such as installing equipment, and fixtures; and collecting and baling waste materials. Firms which operate retail and manufacturing establishments in addition to their wholesale establishments report only for their merchant wholesale establishments. A description of each kind of business classification shown in this report is included on page 6.

Sample design.--Firms reporting in the survey are part of a probability sample representing merchant wholesalers in all kinds of business. The sample, which includes over 17,000 firms (about 26,000 establishments) is drawn from two sources: (1) 1954 Census of Business lists representing all wholesalers (with paid employees) in business in 1954 and (2) Bureau of Old Age and Survivors Insurance (BOASI) lists of wholesalers (with paid employees) entering business (or requesting new Employer Identification Numbers) since 1954.

The reporting panel includes a fixed panel of about 1,400 very large firms reporting monthly and four rotating panels each containing about 3,900 smaller firms which report every fourth month. In any given month, the total reporting panel includes about 5,300 firms. Over 90 percent of this number of firms submit their reports in time for tabulation.

The number of firms selected in the sample for each kind of business varies from 150 to 650 firms, depending upon (a) the total number of firms in the trade, (b) the distribution of firms within the trade by sales-size, (c) the degree of reliability desired in the data, and (d) whether geographic division trends were to be shown for the trade.

This sample has been designed to develop monthly dollar volume estimates of sales and inventories by kind of business with a sampling variability for each trade of approximately 5 percent at the one sigma level. The sampling variability of the percentage changes based on this sample is expected to be somewhat lower. In those kinds of business for which percentage changes are shown by geographic division, the sample chosen for the national estimates was increased by about 50 percent to provide wider representation by geographic division. In some of these trades, however, data are not shown separately for some geographic divisions because even this increase in the sample size will not provide reliable results in all geographic divisions.

Each firm selected in the sample has an assigned weight which reflects its probability of selection (or, in other terms, the number of firms in the trade which it represents in the sample). Large firms are selected with certainty, thus having a weight of one (1). Other firms are sampled at varying rates, depending upon size, with smaller firms having a lower probability of selection and thus a larger weight.

Percentage changes.--For each firm reporting, data are available for each of the three months (current, previous, and year ago) for which comparisons are made. Sales and inventory figures reported for each firm are multiplied by its weight and the results summarized to obtain percentage changes of sales and inventories and stock-sales ratios. Data in this report are not adjusted for number of days in the month nor for seasonal or price fluctuations.

Sales include sales of merchandise and receipts from repairs or other services to customers after deducting returns and allowances, and discounts. Sales of merchandise for others on a commission basis are also included. Local and State sales taxes, and Federal excise taxes are included. Sales trends shown in this report reflect the operation of firms selected in the sample which were in business in each of the three months compared.

Inventory, end-of-month represents stock, at cost value, of merchandise on hand for sale at the end of the month. Inventory trends are based on reports from only those firms which included data for all three periods compared. The number of firms reporting inventories is generally smaller than the number reporting sales. Some firms cannot submit inventory data in time for tabulation but furnish sales figures only.

Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for those firms reporting inventories in conjunction with sales. Excluded from these ratios were all firms which report "zero" inventories (e.g., drop shippers). No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.

Table 1.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS

APRIL 1957

Kind of business	Sales			Inventory, end-of-month (at cost)		Stock-sales ratios (percent)		
	Percent change							
	Apr. 1957 from--		4 mo. 1957 from 4 mo. 1956	Percent change, Apr. 1957 from--		Apr. 1957	Apr. 1956	Mar. 1957
	Apr. 1956	Mar. 1957		Apr. 1956	Mar. 1957			
MERCHANT WHOLESALERS, TOTAL.....	+6	0	+4	+8	-1	130	127	131
Durable goods, total.....	-1	+1	0	+8	0	171	157	171
Automotive wholesalers.....	+7	+5	+5	+4	+1	190	186	r197
Motor-vehicle distributors.....	-5	-1	-5	+5	-4	124	105	127
Automotive equipment, tire-tube wholesalers.....	+9	+6	+7	+4	+1	206	209	215
Electrical, electronics, appliance distributors.....	+1	-4	+2	+6	0	188	176	181
Electrical apparatus, supplies distributors.....	+1	+1	+3	+7	-1	165	156	170
Electrical appliances, TV, radio sets, electronic parts, distributors.....	+2	-9	+1	+6	0	220	204	195
Furniture, home furnishings wholesalers.....	+9	+1	+2	+4	0	180	183	182
Furniture wholesalers.....	+9	+5	+3	+9	0	212	213	220
Home furnishings, floor coverings wholesalers.....	+9	0	+1	+1	-1	162	168	161
Hardware, plumbing-heating goods wholesalers.....	-4	+4	-1	-1	0	235	228	242
Hardware wholesalers.....	r-1	+2	+1	0	0	253	r252	255
Plumbing, heating equipment, supplies distributors.....	-4	+7	-2	-2	0	215	210	228
Lumber, construction materials distributors.....	-9	+11	-13	-3	-1	119	109	132
Lumber, millwork wholesalers.....	-11	+10	-17	-6	-4	r153	r134	r168
Construction materials distributors.....	-6	+13	-6	-1	+2	103	103	116
Machinery, equipment, supplies distributors.....	+6	-1	+5	+14	-1	175	166	173
Air conditioning, commercial refrigeration equipment, distributors.....	0	+16	-3	+12	+2	172	157	203
Commercial machines, equipment distributors.....	+12	+8	+5	+7	0	161	174	171
Industrial machinery, equipment, supplies distributors.....	+3	-8	+6	+15	0	168	153	153
Professional equipment, supplies distributors.....	+15	-1	+8	+8	+1	174	187	173
Surgical, medical, hospital supply houses.....	+17	+2	+8	+20	+1	143	145	150
Service establishment supply houses.....	+4	0	+6	+1	-1	144	160	148
Metals, metalwork (except scrap) distributors.....	-2	+1	+2	+27	+2	191	152	190
Iron, steel and products distributors.....	+2	+3	+4	+29	+2	229	183	229
Nonferrous metals distributors.....	-9	-5	0	+15	+2	85	70	83
Scrap, waste materials dealers.....	-15	-6	-7	+1	-5	51	44	49
Iron, steel scrap dealers.....	-12	-9	0	-2	-8	43	40	41
Waste materials dealers.....	-20	+1	-18	+4	-1	64	50	65
Jewelry wholesalers.....	+1	-4	+2	-1	+1	211	206	190
Nondurable goods, total.....	+11	-1	+8	+8	-2	98	101	99
Grocery, confectionery, meat wholesalers.....	+10	0	+7	+2	-3	79	85	83
General-line grocery wholesalers.....	+12	+3	+8	+3	-2	104	110	109
Voluntary groups.....	+13	+4	+7	0	-2	99	104	105
Retailer-cooperative.....	+19	+2	+15	+9	+3	88	91	84
Nonaffiliated.....	+8	+3	+4	+3	-4	128	119	123
Specialty-line grocery wholesalers.....	+5	-6	+3	0	-4	80	87	83
Confectionery wholesalers.....	+11	-1	+6	+6	-2	65	72	64
Meat, meat products wholesalers.....	+13	+5	+12	+5	-3	20	22	22
Farm products (edible) distributors.....	0	+8	-4	r-5	-5	23	24	26
Poultry, poultry products distributors.....	+3	+9	-6	-9	-7	19	22	23
Fresh fruit, vegetable wholesalers.....	-1	+7	-3	-4	-5	25	26	28
Beer, wine, distilled spirits wholesalers.....	+4	+1	+4	+10	+2	121	119	123
Beer, ale distributors.....	+9	+12	+5	+12	+9	67	66	70
Wine, distilled spirits wholesalers.....	+1	-6	+3	+9	0	166	161	162
Drugs, chemicals, allied products wholesalers.....	+9	+1	+7	r+8	r+1	r143	144	141
Drug wholesalers (general and specialty lines).....	+10	-2	+8	r+10	r+2	r167	164	160
Industrial chemicals, explosives wholesalers.....	+8	+4	+6	+5	-1	90	97	94
Paint, varnish wholesalers.....	+5	+7	+2	+5	-1	162	166	174
Tobacco distributors.....	+8	+2	+5	+7	+1	62	63	63
Dry goods, apparel wholesalers.....	+9	-5	+1	-8	-2	179	201	169
Clothing, furnishings, footwear wholesalers.....	+26	-6	+4	+1	0	164	180	150
Dry goods wholesalers (general and specialty lines).....	+4	-4	+1	-13	-2	200	227	189
Piece goods converters.....	-2	-8	-5	-11	-3	168	187	165
Paper, allied products wholesalers.....	+3	-2	+3	+4	0	128	128	126
Paper wholesalers.....	+2	-2	+2	+3	0	127	127	125
Stationery, wallpaper wholesalers.....	+7	-2	+7	+7	+2	143	134	138
Farm products (raw materials) merchants.....	+31	0	+27	+25	-8	127	126	134
Other nondurable goods wholesalers.....	+17	-7	+10	+14	-3	85	88	78
Amusement, sporting goods distributors.....	+3	+5	+5	+8	+2	174	180	200
Book, magazine, newspaper wholesalers.....	+13	-2	+10	+12	+3	118	117	105
Coal wholesalers.....	+21	0	+12	+16	-12	42	41	39
Farm supplies wholesalers.....	+8	-14	+7	-3	-11	97	107	96

r Revised from Press Release of April 1957.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANTS WHOLESALERS: BY GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS

APRIL 1957

Kind of business and geographic division (See map page 2)	Sales			Inventory, end-of-month (at cost)		Stock-sales ratios (percent)		
	percent change			Percent change, Apr. 1957 from--		Apr. 1957	Apr. 1956	Mar. 1957
	Apr. 1957 from--		4 mo. 1957 from 4 mo. 1956	Apr. 1957 from--				
	Apr. 1956	Mar. 1957		Apr. 1956	Mar. 1957			
MERCHANT WHOLESALERS, TOTAL.....	+6	0	+4	+8	-1	130	127	131
New England.....	+9	+3	+2	+7	-3	120	123	129
Middle Atlantic.....	+6	-3	+3	+4	-2	108	109	106
East North Central.....	-1	0	0	+10	0	132	119	132
West North Central.....	+4	-3	+5	+6	-1	153	152	148
South Atlantic.....	+9	+2	+5	+7	-3	148	148	152
East South Central.....	+10	+2	+10	+16	0	149	134	153
West South Central.....	+10	-1	+12	+15	-1	134	126	135
Mountain.....	+5	+12	+2	+9	0	141	134	156
Pacific.....	+11	+1	+5	+4	-1	134	147	139
Automotive equipment, tire-tube wholesalers.....	+9	+6	+7	+4	+1	206	209	215
Middle Atlantic.....	+19	+9	+9	+1	-1	179	193	185
East North Central.....	+9	+5	+8	+2	+1	214	213	226
West North Central.....	+3	+7	+11	+7	+7	269	268	292
South Atlantic.....	+19	+4	+6	+4	0	190	204	199
East South Central.....	+16	+4	+11	+4	+1	263	294	277
West South Central.....	+7	-3	+3	-10	+1	281	267	269
Mountain.....	+1	+5	+5	-6	-1	293	315	313
Pacific.....	+7	+10	+3	0	+2	165	180	183
Electrical apparatus, supplies distributors.....	+1	+1	+3	+7	-1	165	156	170
New England.....	-2	0	-11	+10	-1	193	170	206
Middle Atlantic.....	+4	+3	+2	+10	-4	124	117	136
East North Central.....	-5	0	-2	+11	0	179	152	182
West North Central.....	+3	-10	+7	+10	+1	198	186	172
South Atlantic.....	+6	+6	+1	-3	-1	173	188	185
East South Central.....	-14	-3	+6	-7	-1	187	159	194
West South Central.....	+3	-8	+6	+5	-3	198	194	187
Mountain.....	+9	+12	+13	+17	-1	206	190	221
Pacific.....	+6	+2	+6	+8	-1	148	146	155
Elect. appliances, TV, radio sets, electronic parts distr.....	+2	-9	+1	+6	0	220	204	195
New England.....	+4	-3	+5	+20	0	156	135	142
Middle Atlantic.....	0	-11	-3	+1	-4	188	172	155
East North Central.....	+3	-11	+1	+15	+2	238	208	221
West North Central.....	0	-20	-10	+5	+4	275	232	229
South Atlantic.....	+17	-3	+7	+7	-3	228	250	219
East South Central.....	+3	-3	-5	+2	-1	238	242	229
West South Central.....	-8	0	-7	-6	0	271	256	265
Pacific.....	+3	-12	+6	+11	+4	215	199	170
Furniture, home furnishings wholesalers.....	+9	+1	+2	+4	0	180	183	182
New England.....	0	-2	-2	-5	+2	201	218	204
Middle Atlantic.....	+10	-2	+3	0	-2	155	159	151
East North Central.....	+19	+8	+4	+5	-1	178	194	190
West North Central.....	+5	+2	+2	+5	+2	254	258	247
South Atlantic.....	0	-1	+1	+1	+1	180	166	181
South Central.....	+18	+10	0	+10	+1	163	177	179
Pacific.....	+4	+1	+1	+13	+4	172	173	163
Hardware wholesalers.....	-1	+2	+1	0	0	253	252	255
Middle Atlantic.....	-1	-2	-4	-3	-6	212	212	199
East North Central.....	-3	-6	+4	-1	0	264	262	243
West North Central.....	-3	+6	+2	-3	-3	279	280	301
South Atlantic.....	+5	+6	+2	+7	-4	250	250	277
East South Central.....	-5	+6	-3	-7	-3	237	243	259
West South Central.....	-4	+1	-4	0	-1	254	240	257
Pacific.....	+2	+10	+5	+3	+6	280	277	290
Plumbing, heating equipment, supplies distributors.....	-4	+7	-2	-2	0	215	210	228
New England.....	-9	-4	-3	-4	+10	281	232	244
Middle Atlantic.....	+2	+6	-1	-1	0	164	174	173
East North Central.....	-9	+11	-4	+2	0	249	219	273
West North Central.....	+4	+12	+2	+2	0	251	259	279
South Atlantic.....	+6	+9	+3	-2	0	229	251	247
South Central.....	-20	0	-4	-10	-4	227	202	246
Mountain.....	-17	+10	-7	(x)	(x)	(x)	(x)	(x)
Pacific.....	-9	+10	-5	-2	+2	207	188	212
Lumber, construction materials distributors.....	-	+11	-13	-3	-1	119	109	132
New England.....	-17	+13	-11	-9	-3	64	60	76
Middle Atlantic.....	+2	+18	-8	-6	-1	90	96	114
East North Central.....	-10	+8	-15	-14	+1	129	134	136
West North Central.....	-13	+9	-12	-10	-4	149	135	173
South Atlantic.....	-10	+13	-6	+4	0	92	75	98
South Central.....	-2	+6	-2	-1	+1	113	110	117
Mountain.....	-4	+31	0	(x)	(x)	(x)	(x)	(x)
Pacific.....	-17	-7	-18	+21	-3	156	122	168
Industrial machinery, equipment supplies distributors.....	+20	-20	+12	+29	-5	205	196	173
New England.....	+6	-8	+8	+5	+1	164	161	134
Middle Atlantic.....	-3	-1	+2	+12	-1	151	131	150
East North Central.....	+1	-2	-1	+19	-3	140	138	136
West North Central.....	+8	-11	+11	+10	+2	143	121	108
South Atlantic.....	0	-4	+8	+24	0	160	137	160
South Central.....	+9	+10	-2	+16	0	191	177	214
Mountain.....	+20	-7	+1	+21	+4	195	192	170

See footnotes at end of table.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS--Continued

APRIL 1957

APRIL 1957								
Kind of business and geographic division (see map page 2)	Sales			Inventory, end-of-month (at cost)		Stock-sales ratios (percent)		
	Percent change							
	Apr. 1957 from--		4 mo. 1957 from 4 mo. 1956	Percent change, Apr. 1957 from--		Apr. 1957	Apr. 1956	Mar. 1957
	Apr. 1956	Mar. 1957		Apr. 1956	Mar. 1957			
General-line grocery wholesalers.....	+12	+3	+8	+3	-2	104	110	109
New England.....	+19	+11	+9	-8	-6	69	89	84
Middle Atlantic.....	+5	-1	+4	+7	-6	136	132	144
East North Central.....	+13	-2	+6	+5	-2	98	106	98
West North Central.....	-3	+3	+4	-3	-6	96	96	107
South Atlantic.....	+8	-1	+7	+1	0	127	134	124
East South Central.....	+4	+3	+7	-4	-3	105	112	114
West South Central.....	+15	+6	+8	+7	0	95	104	100
Mountain.....	+13	+9	+8	+5	-1	106	111	115
Pacific.....	+29	+11	+14	+5	+3	79	88	92
Specialty-line grocery wholesalers.....	+5	-6	+3	0	-4	80	87	83
Middle Atlantic.....	+2	-5	+1	+18	-4	75	72	81
East North Central.....	+3	-2	+5	+3	+3	80	80	76
West North Central.....	+5	-6	-3	+9	-4	118	103	108
South Atlantic.....	+5	+8	+2	+3	-8	97	102	95
South Central.....	+19	-5	+16	-3	-1	72	89	65
Pacific.....	+21	-7	+3	-21	-13	46	75	60
Fresh fruit, vegetable wholesalers.....	-1	+7	-3	-4	-5	25	26	28
New England.....	+2	+9	+2	-19	-25	7	11	11
Middle Atlantic.....	-1	+7	0	+8	+9	20	18	19
East North Central.....	+1	+16	-2	-16	-2	20	25	24
West North Central.....	-9	+8	-5	-7	-7	38	35	46
South Atlantic.....	+10	-7	0	+13	-3	21	22	21
South Central.....	-5	+2	-4	-1	-5	14	13	15
Pacific.....	+3	+12	-1	-15	-17	31	38	39
Drug wholesalers (general and specialty-lines).....	+10	-2	+8	+10	+2	167	164	160
New England.....	+10	-4	+8	+5	-7	147	154	151
Middle Atlantic.....	+7	-1	+6	0	0	161	156	155
East North Central.....	+8	-1	+8	+3	+1	148	155	148
West North Central.....	+11	0	+10	+7	+1	153	156	151
South Atlantic.....	+10	-7	+9	+16	+3	184	174	165
East South Central.....	+13	-8	+9	+7	+1	182	190	168
West South Central.....	+4	-6	+8	+10	+3	209	194	187
Mountain.....	+6	+5	+8	+10	+9	219	212	191
Pacific.....	+13	+2	+9	+21	+2	150	145	151
Tobacco distributors.....	+8	+2	+5	+7	+1	62	63	63
New England.....	+9	+3	+5	+4	-6	59	63	65
Middle Atlantic.....	+7	+3	+6	+10	-1	67	63	69
East North Central.....	+10	+3	+7	+2	+5	56	61	55
West North Central.....	+8	+4	+4	+3	-1	64	60	69
South Atlantic.....	+4	-1	+5	+15	-4	78	71	77
South Central.....	+6	+1	+2	0	-2	48	50	49
Pacific.....	+18	+2	+9	+9	+17	78	84	69
Dry goods, apparel wholesalers.....	+9	-5	+1	-8	-2	179	201	162
New England.....	+23	-1	+3	-3	-4	179	205	192
Middle Atlantic.....	+9	-7	0	-12	-3	154	180	144
East North Central.....	+8	-1	+2	(X)	(X)	(X)	(X)	(X)
West North Central.....	+4	-6	-3	-2	+2	279	265	250
South Atlantic.....	+21	-2	0	-9	0	265	315	258
South Central.....	+5	-1	-4	0	-1	263	260	267
Pacific.....	+14	-8	+5	+4	-1	177	208	159

X Insufficient data to show separately.

ADDENDUM TO THE MONTHLY WHOLESALE TRADE REPORT: MARCH 1957

Kind of business and geographic division	Sales			Inventory, end-of-month (at cost)		Stock-sales ratios (percent)		
	Percent change			Percent change, Mar. 1957 from--		Mar. 1957	Mar. 1956	Feb. 1957
	Mar. 1957 from--		3 mo. 1957 from 3 mo. 1956	Mar. 1957 from--				
	Mar. 1956	Feb. 1957		Mar. 1956	Feb. 1957			
Drug wholesalers (general and specialty-lines).....	+9	+	+7	+6	0	147	152	156
New England.....	+	+	+7	+7	0	127	139	130
Middle Atlantic.....	+14	+7	+6	-6	-3	130	157	143
East North Central.....	+1	+	+8	+7	-3	134	139	145
West North Central.....	+	+2	+11	+7	-1	161	154	167
South Atlantic.....	+2	+	+	+12	-1	147	151	162
East South Central.....	+	+	+	+11	0	148	161	159
West South Central.....	+	+	+	+7	-1	198	206	213
Mountain.....	+	+	+8	+3	-2	138	131	153
Pacific.....	+	+	+	+15	+6	169	144	171

Data on inventories for March 1957 were revised from the March 1957 report because of incomplete reporting of inventories for the month of March. For this reason, the March 1957 report was revised from the March report.

DESCRIPTION OF KINDS OF BUSINESS

All kinds of business in which merchant wholesalers operate are represented in this survey. The kinds of business shown in this report parallel broad classifications used in the 1954 Census of Business covering wholesale trade. Each establishment in this survey has been assigned a kind-of-business classification based upon its trade designation and an analysis of its annual 1954 sales by commodity lines as reported in the 1954 Census of Business. A description of each kind-of-business classification in this report is given below.

DURABLE GOODS

Automotive wholesalers

Motor-vehicle distributors.--Merchant wholesale establishments primarily engaged in selling new and used passenger automobiles and similar motor vehicles, road-type trucks, truck-tractors, busses, trailers, and semitrailers to dealers or to fleet operators, industrial accounts, and to commercial users. Dealers in road-type trucks, truck-tractors, and truck-trailers are included here on the basis of kind-of-goods sold.

Automotive equipment, tire-tube wholesalers.--Merchant wholesale establishments--frequently referred to as jobbers in this trade--primarily engaged in selling automotive equipment, accessories, parts, tires, tubes and garage equipment and tools.

Electrical, electronics, appliance distributors

Electrical apparatus, supplies wholesalers.--Merchant wholesale establishments selling a general line of electrical goods such as electrical equipment and apparatus; wiring supplies and construction materials; lighting fixtures and lamps; radio and television sets and accessories; electric refrigerators and other electrical appliances and specialties; and electronic parts and equipment; and those primarily engaged in selling such electrical equipment and apparatus; wiring supplies and construction materials, and lighting fixtures and lamps, as conduits and fittings, interior wires and cables, wiring devices, safety switches, poles, crossarms, pole-line hardware, outside wires and cables, residential, commercial, and industrial lighting fixtures, and incandescent and fluorescent lamps. Establishments specializing in the sale of electrical prime movers and other electrical power equipment for the generation, transmission, or utilization of electric energy are also included.

Electrical appliances, TV, radio sets, electronic parts distributors.--Merchant wholesale establishments primarily engaged in selling such electrical appliances and specialties as radio and television sets, dish washers, electric refrigerators, electric ranges, washing machines, ironers, radio and television parts and accessories, home freezers, sewing machines, hot water heaters, electric irons, percolators, clocks, hotplates, vacuum cleaners, etc., and electronic tubes, electronic replacement parts and accessories, and transmission and sound equipment.

Furniture, home furnishings wholesalers

Furniture wholesalers.--Merchant wholesale establishments primarily engaged in selling home or office furniture--wooden, metal or other.

Home furnishings, floor coverings wholesalers.--Merchant wholesale establishments primarily engaged in selling household china, glassware, and earthenware; floor coverings (carpets, rugs, linoleums, etc.); antique home furnishings; and miscellaneous home furnishings such as brooms, brushes, curtains, draperies, pictures and picture frames, window shades, kitchen utensils, phonograph records, and musical instruments.

Hardware, plumbing, heating goods wholesalers

Hardware wholesalers.--Merchant wholesale establishments selling a general line of merchandise sufficiently broad to service retail hardware stores and the hardware departments of other outlets--general-line hardware wholesalers; and establishments primarily engaged in selling builders hardware, heavy hardware, shelf or light hardware, and hardware specialties such as tools, cutlery, bolts, nuts, rivets, screws, padlocks, keys, and the like--specialty-line hardware wholesalers.

Plumbing, heating equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling plumbing and heating equipment and supplies such as plumbing fixtures, including sanitary ware; steam and hot water heating boilers, radiators, parts, and fittings; stoves, ranges, furnaces, and other types of heating apparatus (except electric); oil burners; gas appliances and supplies; plumbing pipe, valves, and fittings; and plumbers brass goods.

Lumber, construction materials distributors

Lumber, millwork wholesalers.--Merchant wholesale establishments primarily engaged in selling lumber and millwork such as rough, dressed, and finished lumber; sheathing, siding, flooring, shingles, plywood, veneers, doors, sashes, frames, interior woodwork and trim.

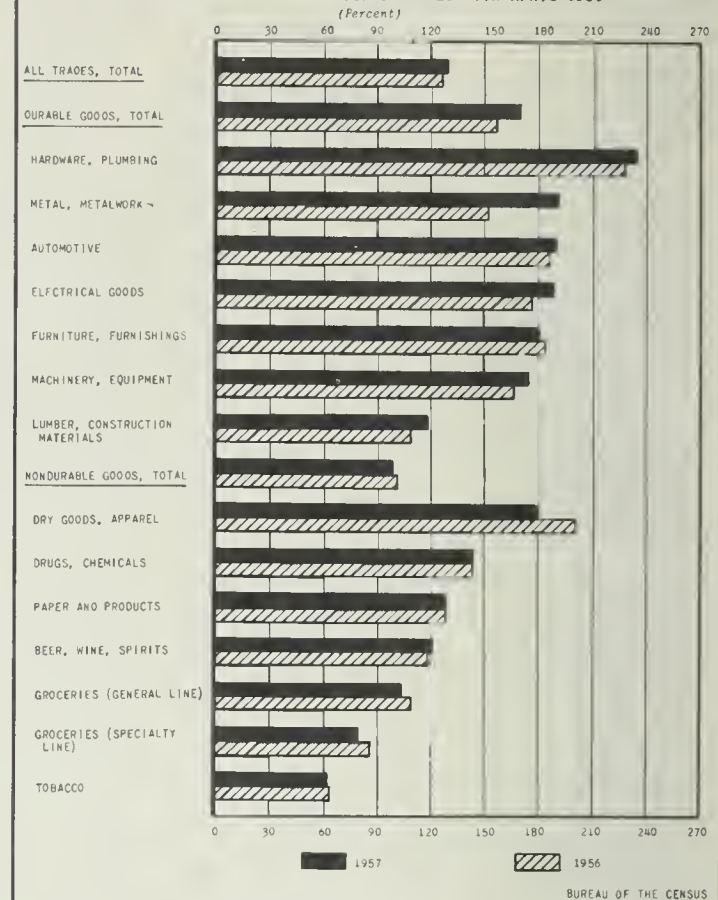
Construction materials distributors.--Merchant wholesale establishments primarily engaged in selling such construction materials as brick, tile, and terra cotta; cement, lime, and plaster; building glass; sand, gravel, and crushed stone, ready-mixed concrete; roofing, siding and insulation; and stone, slate, concrete products, and building board.

Machinery, equipment, supplies distributors

Air conditioning, commercial refrigeration equipment distributors.--Merchant wholesale establishments primarily engaged in selling commercial refrigeration equipment (including electric) such as refrigerators, display cases, freezers, dispensers, water coolers, food locker equipment; and those selling air conditioning and ventilating equipment and supplies, including fans, blowers, and accessories. Establishments specializing in the sale of commercial refrigeration components and accessories are also included in this classification.

Commercial machines, equipment distributors.--Merchant wholesale establishments primarily engaged in selling office machines and equipment (except furniture) such as adding machines, typewriters, addressing, duplicating, sealing, computing, stapling, accounting, and statistical machines; restaurant and hotel equipment such as coffee urns, steam tables, china, glassware, silverware, linens, and related items; store machines and fixtures such as display fixtures, show racks, pricing equipment, cash registers, scales, meat slicers and grinders, coffee grinders, etc.; and such related equipment as florists' supplies, theater supplies and equipment, and parking meters. Establishments primarily engaged in selling to users are included, as well as those selling to dealers.

STOCK--SALES RATIOS OF MERCHANT WHOLESALERS IN SELECTED KINDS OF BUSINESS: APRIL 1957 COMPARED WITH APRIL 1956



Machinery, equipment, supplies distributors--continued

Industrial machinery, equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling machinery, equipment, and supplies to manufacturing and mining concerns. Included here are establishments selling industrial machinery; industrial belting, hose, and packing; machine tools, mine and mill supplies; oil well and oil refining supplies; printing machinery and supplies; industrial rope, cordage, and twine; industrial materials, handling equipment; power transmission equipment; and machinery and equipment for such industries as food products, woodworking, shoe manufacturing, tanning, textile, and paper and pulp.

Professional equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling dental supplies (chairs, sterilizers, cabinets, instruments, dental gold and alloys, waxes, teeth, and the like); religious supplies (church goods and religious articles such as statuary, vestments, fonts, candles, religious pictures, calendars, literature, etc.); school equipment and supplies (desks, blackboards, chalk, rulers, wall and globe maps, etc.); optical goods; surgical, medical, hospital supplies, and equipment; artists' supplies; engineering instruments and supplies; and supplies for other professions.

Surgical, medical, hospital supply houses.--Merchant wholesale establishments primarily engaged in selling surgical and medical instruments; doctors' apparatus and equipment; orthopedic appliances; artificial limbs; operating room and other hospital equipment; X-ray machines and accessories and other scientific instruments used by physicians and in hospitals.

Service establishment, supply houses.--Merchant wholesale establishments primarily engaged in selling barber and beauty supplies; laundry, dry cleaning equipment, supplies (washing, drying, ironing, and pressing machines; laundry soaps and chemicals; dry cleaning fluids, marking equipment, etc.); shoe service supplies and equipment; undertakers' supplies (caskets, burial vaults, burial garments, embalming chemicals and preparations, and other morticians and funeral equipment); upholsterers' supplies (fabrics, leather and fillings, and other types of supplies used in the upholstery trade); and miscellaneous service equipment, such as janitors' supplies, furriers' supplies, bootblack's supplies, and hat cleaners' supplies.

Other industrial machinery, equipment distributors (not shown separately in accompanying table).--Merchant wholesale establishments primarily engaged in selling (a) transportation equipment such as aircraft and aeronautical equipment, supplies; railroad equipment, supplies; marine equipment, supplies; and other transportation equipment and supplies; (b) construction machinery, equipment such as road building machinery, excavating and dredging machinery, derricks, cranes, hoists, and winches; and related construction equipment as pneumatic hammers, concrete construction clamps and forms, scaffolding, chutes, and wheelbarrows--but not construction materials, and (c) farm-garden machinery, equipment (including tractors) used in the preparation and maintenance of the soil, the planting and harvesting of crops, and other operations and processes pertaining to agriculture; dairy machinery and equipment, such as milking machines and cream separators; poultry equipment, such as incubators, brooders, and feeders and irrigation equipment.

Metals, metalwork (except scrap) distributors

Iron, steel, and products distributors.--Merchant wholesale establishments usually referred to as steel warehouses--primarily engaged in selling iron and steel products such as semifinished forms and shapes, plates, sheets, strips, bars, structural shapes, piling, nails, tubular products, wire products, forgings and castings. Steel warehouses of firms operating steelworks and rolling mills are also included here.

Nonferrous metals distributors.--Merchant wholesale establishments primarily engaged in selling nonferrous metals and metalwork such as aluminum, copper, tin, brass, lead, and zinc.

Scrap, waste materials dealers

Iron, steel scrap dealers.--Merchant wholesale establishments primarily engaged in assembling, breaking up, sorting, and selling all forms of iron and steel scrap.

Waste materials dealers.--Merchant wholesale establishments primarily engaged in assembling, sorting, and selling such waste materials as nonferrous scrap metals, waste paper, rags, wiping cloths, textile wastes, scrap rubber, and other waste and salvage materials. Scrap iron and steel may be handled as secondary lines.

Jewelry wholesalers

Jewelry wholesalers.--Merchant wholesale establishments primarily engaged in selling a general or specialty line of jewelry such as clocks and watches; precious stones and metals; watch materials, jewelry supplies; costume jewelry; and miscellaneous items such as silverware, plated ware, medals, trophies, semiprecious stones, and insignia.

NONDURABLE GOODSGrocery, confectionery, meat wholesalers

General-line grocery wholesalers.--Merchant wholesale establishments handling a general line of dry groceries and processed foods usually sold in retail grocery stores, such as canned foods, flour, sugar, coffee, tea and spices, as well as such nonfood items as household chemicals, soaps and detergents, paper products, brooms, brushes, etc. Voluntary group wholesalers, retailer-cooperative warehouses, and cash-and-carry depots are included, as well as nonaffiliated general-line grocery wholesalers.

Specialty-line grocery wholesalers.--This classification includes two general types of merchant wholesale establishments: Those handling a combination of grocery items, no one item predominating, but not a sufficiently broad line of commodities to be classified as "general line"; and those primarily engaged in selling specialized lines of groceries and related products, such as canned foods; coffee, tea, and spices; dairy products; dried fruits and nuts; frosted and frozen foods; fish and seafood; bakery products; packaged breakfast cereals; flour; cooking oils and shortening; and soft drinks.

Confectionery wholesalers.--Merchant wholesale establishments primarily engaged in selling candy, chewing gum, popcorn, potato chips, salted nuts, fountain fruits and syrups, and related items. Cigars, cigarettes, and other products are also frequently handled as secondary lines.

Meat, meat products wholesalers.--Merchant wholesale establishments primarily engaged in selling fresh, frozen, cured or processed (but not canned) meats, lard, and other edible meat products. Secondary lines such as butter, cheese, eggs, dressed poultry, vegetable shortening, and canned meats are frequently handled.

Farm products (edible) distributors

Poultry, poultry products distributors.--Merchant wholesale establishments primarily engaged in selling live or dressed poultry, eggs, and related products. Establishments primarily engaged in dressing poultry are considered manufacturers.

Fresh fruit, vegetable wholesalers.--Merchant wholesale establishments primarily engaged in selling fresh fruits, vegetables, berries, melons, and related items.

Beer, wine, distilled spirits wholesalers

Beer, ale distributors.--Merchant wholesale establishments primarily engaged in selling beer, ale, porter, stout and other fermented malt liquors. Soft drinks, confectionery, tobacco, wines, and spirits are frequently handled as secondary lines.

Wine, distilled spirits wholesalers.--Merchant wholesale establishments primarily engaged in selling wines, whiskey, gin, rum, brandy, and other spirits, including neutral spirits and ethyl alcohol used in blending. Merchants who bottle and sell wines and distilled spirits manufactured in bulk by others, liquor departments of drug wholesalers, and State-operated wholesale outlets are included. State depots primarily engaged in supplying State liquor stores, however, are not included in wholesale trade.

Drugs, chemicals, allied products wholesalersDrug wholesalers (general and specialty lines)

General-line drug wholesalers (not shown separately).--Merchant wholesale establishments engaged in selling a full line of drugs, pharmaceuticals, proprietary medicines, druggists rubber goods, cosmetics, toiletries, drug sundries, and related merchandise. Cooperatives and voluntary group wholesalers handling a full line of drugs are also included in this classification. Liquor departments of drug wholesalers, however, are included with "wines and distilled spirits wholesalers."

Specialty-line drug wholesalers (not shown separately).--Merchant wholesale establishments primarily engaged in selling proprietary medicines, toilet preparations, and articles such as drugs, perfumes, cosmetics, powders, shaving preparations, toilet soap, dentifrices, combs, brushes, mirrors, medical glass, bandages, rubber goods, and antiseptics.

Drugs, chemicals, allied products wholesalers--Continued

Industrial chemicals, explosives wholesalers.--Merchant wholesale establishments primarily engaged in selling such industrial and heavy chemicals as coal-tar chemicals, plastics, compressed and liquefied gases (except LP gas), acids, ammonias, sods, industrial alcohols, explosives, dyestuffs, naval stores, etc. Concerns primarily engaged in selling pyrotechnics and ammunition for small arms are included in "Amusement and sporting goods wholesalers."

Paint, varnish wholesalers.--Merchant wholesale establishments primarily engaged in selling paints, varnishes, lacquers, enamels, calcimines, shellac, and stains. Glass, wallpaper, painters supplies, oils, chemicals, and related products are frequently handled as secondary lines.

Tobacco distributors

Tobacco distributors.--Merchant wholesale establishments primarily engaged in selling manufactured tobacco products such as cigars, cigarettes, chewing and smoking tobacco, and snuff. Confectionery, smokers articles, razor blades, playing cards, etc., are frequently handled as secondary lines.

Dry goods, apparel wholesalers

Clothing, furnishings, footwear wholesalers.--Merchant wholesale establishments primarily engaged in selling men's, boys' clothing, and furnishings (including suits, coats, overcoats, work clothing, hats and caps, shirts, ties, and underwear); women's, children's clothing, furnishings, and accessories (including suits, dresses, and skirts); furs and fur clothing; millinery, millinery supplies; shoes and other footwear; work clothing; and related lines.

Dry goods wholesalers (general and specialty lines)

General-line dry goods wholesalers (not shown separately).--Merchant wholesale establishments engaged in selling a diversified combination of lines usually sold in retail dry goods and general merchandise stores, including piece goods, home furnishings, work clothing, dresses, infants' wear, notions, and hosiery. Men's and women's clothing, furnishings, and millinery frequently constitute secondary lines.

Specialty-line dry goods wholesalers (not shown separately).--Merchant wholesale establishments primarily engaged in selling hosiery, underwear, piece goods, knit and lace goods, fancy linen and needlework and notions (thread, tapes, needles, pins, buttons, hair accessories, zippers, and shoe laces).

Piece goods converters.--Merchant wholesale establishments which purchase textiles in the gray or unfinished form, have them dyed and/or finished by others, usually on a contract basis, and sell to the cutting-up trade, garment makers, wholesalers, or retailers. Converters operating bleaching, dyeing, and finishing plants are not considered as merchant wholesalers.

Paper, allied products wholesalers

Paper wholesalers.--Merchant wholesale establishments primarily engaged in selling wrapping paper and other coarse paper; fine paper (writing papers, reproduction paper stock, cover, text, thin, and other fine papers); newsprint and book paper; paperboard; and converted paper products such as bags, boxes, cups, dishes, towels, napkins, tissues, and bottle caps.

Stationery, wallpaper wholesalers.--Merchant wholesale establishments primarily engaged in selling commercial and social stationery, including envelopes, typewriter and mimeograph paper in cut sizes, file cards and folders; and office supplies such as pens, pencils, writing inks, carbon paper, paper clips, typewriter ribbons, greeting cards, end erasers; and embossed and printed wallpaper for use in covering or decorating interior walls and ceilings.

Farm products (raw materials) merchants

Farm products (raw materials) merchants.--Merchant wholesale establishments primarily engaged in selling cotton, grain, hides, skins, raw furs, livestock, leaf tobacco, wool, mohair, horses and mules, and other inedible products such as broomcorn, moss, hair, feathers, bristles, and fibers. This classification includes merchants (including terminal elevators) primarily engaged in selling raw farm products in marketing centers. Dealers buying such products direct from farmers and assembling them at local production points are classified as "assemblers" and not included here.

Other nondurable goods wholesalers

Amusement, sporting goods distributors.--Merchant wholesale establishments primarily engaged in selling cameras and photographic goods (cameras, parts, and accessories, projection apparatus, enlargers, developing and printing room apparatus and accessories, sensitized unexposed photographic supplies and equipment); sporting goods (toys, games, novelties, fireworks, bicycles, sporting goods, and athletic goods); and other recreation goods such as playground equipment, billiard and bowling equipment and supplies; and hobby goods.

Book, magazine, newspaper wholesalers.--Merchant wholesale establishments primarily engaged in selling books, magazines, periodicals, newspapers, and related items.

Coal wholesalers.--Merchant wholesale establishments primarily engaged in selling bituminous coal, anthracite coal, and coke. This includes firms with coal yards as well as those selling goods shipped directly from mine to customer.

Farm supplies wholesalers.--Merchant wholesale establishments primarily engaged in selling mixed and other feeds; fertilizers, fertilizer materials, and agricultural chemicals; seeds (farm, garden, and flower); and miscellaneous farm supplies such as hay, straw, and alfalfa.

Merchant wholesalers, n.e.c.--(Not shown separately in the accompanying table.) Merchant wholesale establishments primarily engaged in selling petroleum products, cut flowers and potted plants; forest products except lumber; inedible oils and fats; textiles and materials other than dry goods; industrial yarns; crude rubber; ores; sponges; artificial leather; wood pulp; artificial flowers; and products not elsewhere classified; and establishments handling a line of merchandise too broad to be included in any of the classifications outlined above.

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MONTHLY

WHOLESALE TRADE
REPORT

MAY 1957

FOR RELEASE
JULY 9, 1957

SALES AND INVENTORIES

Sales

Sales of merchant wholesalers in May 1957 were 3 percent ahead of April but remained unchanged from a year ago. Cumulative sales for the first five months of 1957 were 3 percent higher than in the comparable period of 1956.

Durable and nondurable goods trades, in total, each showed an increase of 3 percent over April sales. However, compared with a year ago, durable goods trades showed a 4 percent drop--balanced by a gain of 4 percent by nondurable goods trades. During the first five months of 1957 durable goods trades were off 1 percent in comparison with 1956 while nondurable goods trades registered an increase of 6 percent.

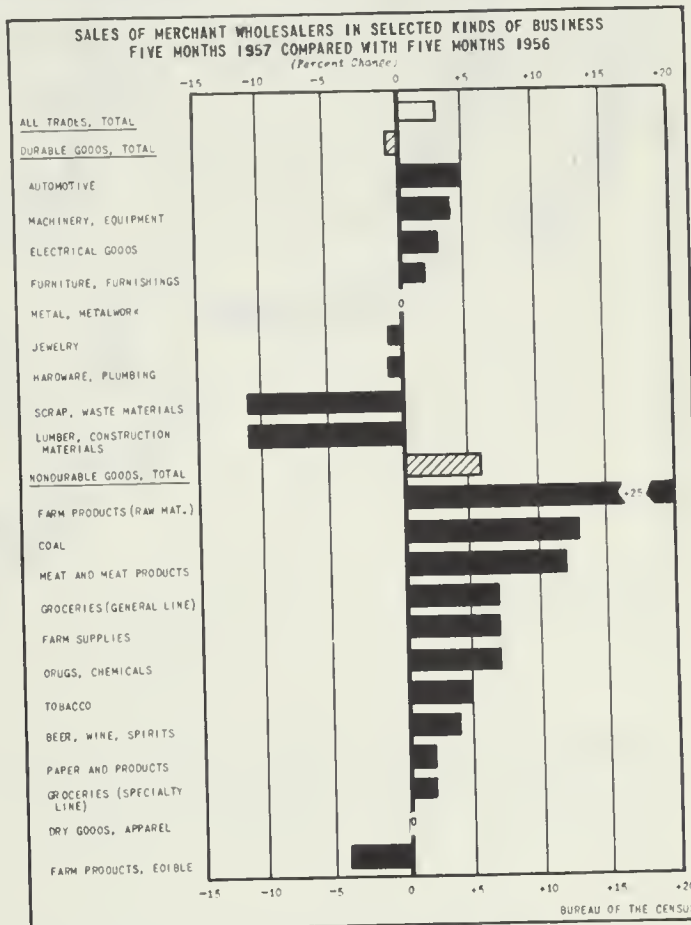
Iron, steel scrap dealers, off 13 percent and clothing, furnishings, footwear wholesalers down 12 percent, indicated the most notable declines from previous month sales. Significant increases were reported by wholesalers of fresh fruit, vegetables (12%), meat (13%), wine, distilled spirits (14%), air conditioning and commercial refrigeration equipment (15%), beer, ale (16%) and construction materials (16%). The largest declines from year ago sales were noted in such durable goods trades as iron, steel scrap (35%), waste materials (22%) and lumber, millwork (16%). These were offset by large gains by meat wholesalers (12%), electrical appliances distributors (12%), farm products merchants (15%) and coal wholesalers (18%).

All geographic divisions except the West South Central indicated sales gains over the previous month. The West South Central Division noted a small decline (2%) while the West North Central showed the principal gain (8%). Compared with sales in May 1956, trends were mixed. Most divisions indicated small changes ranging from a decline of 2 percent in the East North Central Division to an increase of 3 percent in both the West South Central and Mountain Divisions. However, one division, the East South Central, registered a gain of 11 percent principally due to the increased sales by farm products (cotton) merchants.

Inventories

Wholesalers inventories at the end of May showed a small (2%) decline from April stocks but were 5 percent above inventories on hand during May 1956. The May stock-sales ratio of 128 percent was six points below the previous month ratio but six points above the ratio for a year ago.

While most trades showed small changes from previous month inventories, a very substantial rise (32%) was reported by coal wholesalers and large drops were noted by farm supplies wholesalers (12%) and farm products merchants (22%). Coal wholesalers (31%) and iron and steel products distributors (32%) registered the largest increases over year ago inventories. Smaller increases were reported by farm products merchants (18%), nonferrous metals distributors (15%), meat wholesalers (12%) and amusement



and sporting goods wholesalers (11%). Significant declines from year-ago inventories were shown by fresh fruit, vegetable wholesalers (10%), lumber, millwork wholesalers (10%) and piece goods converters (18%).

Inventories in most geographic divisions were down from the previous month by 1 or 2 percent. However, the West South Central and East South Central Divisions were down 5 and 7 percent respectively, while the East North Central Division showed a slight (1%) increase. Compared with year-ago inventories, small to moderate increases were shown in seven geographic divisions, the West South Central reporting the largest increase (11%). Two divisions, New England and the West North Central, noted slight (1%) declines.

General

Data shown in this report are based on a probability sample representative of all merchant wholesalers in the country. A description of the revised sample is included on page 2.

Each month approximately one week prior to the publication of this report, an advance release is issued containing percentage changes in sales and inventories and stock-sales ratios for most trades covered by this report. The advance release is available upon request.



DESCRIPTION OF SAMPLE, TERMINOLOGY AND KINDS OF BUSINESS

Scope of the Survey.--Wholesale trade includes several types of establishments: merchant wholesalers; manufacturers sales branches and sales offices; petroleum bulk stations; assemblers of farm products; and agents, brokers and commercial merchants. This survey is limited to merchant wholesalers which constitute the major portion of the broad field of wholesale trade. However, all kinds of business in which merchant wholesalers operate are represented in this survey.

Merchant wholesalers are described in the Standard Industrial Classification Manual developed by the Federal Bureau of the Budget, as "Establishments usually known as wholesalers, merchant wholesalers or jobbers, primarily engaged in buying, taking title to, and where customary, physically storing and handling goods and selling the goods at wholesale principally to retailers and industrial and commercial users. This group also includes industrial distributors, exporters, and importers, cash-and-carry wholesalers; drop shippers, wagon distributors, etc. The establishments included in this group may perform operations on the goods incidental to the wholesale trading and delivery, such as installing equipment, and fixtures; and collecting and baling waste materials. Firms which operate retail and manufacturing establishments in addition to their wholesale establishments report only for their merchant wholesale establishments. A description of each kind of business classification shown in this report is included on page 6.

Sample design.--Firms reporting in the survey are part of a probability sample representing merchant wholesalers in all kinds of business. The sample, which includes over 17,000 firms (about 26,000 establishments) is drawn from two sources: (1) 1954 Census of Business lists representing all wholesalers (with paid employees) in business in 1954 and (2) Bureau of Old Age and Survivors Insurance (BOASI) lists of wholesalers (with paid employees) entering business (or requesting new Employer Identification Numbers) since 1954.

The reporting panel includes a fixed panel of about 1,400 very large firms reporting monthly and four rotating panels each containing about 3,900 smaller firms which report every fourth month. In any given month, the total reporting panel includes about 5,300 firms. Over 90 percent of this number of firms submit their reports in time for tabulation.

The number of firms selected in the sample for each kind of business varies from 150 to 650 firms, depending upon (a) the total number of firms in the trade, (b) the distribution of firms within the trade by sales-size, (c) the degree of reliability desired in the data, and (d) whether geographic division trends were to be shown for the trade.

This sample has been designed to develop monthly dollar volume estimates of sales and inventories by kind of business with a sampling variability for each trade of approximately 5 percent at the one sigma level. The sampling variability of the percentage changes based on this sample is expected to be somewhat lower. In those kinds of business for which percentage changes are shown by geographic division, the sample chosen for the national estimates was increased by about 50 percent to provide wider representation by geographic division. In some of these trades, however, data are not shown separately for some geographic divisions because even this increase in the sample size will not provide reliable results in all geographic divisions.

Each firm selected in the sample has an assigned weight which reflects its probability of selection (or, in other terms, the number of firms in the trade which it represents in the sample). Large firms are selected with certainty, thus having a weight of one (1). Other firms are sampled at varying rates, depending upon size, with smaller firms having a lower probability of selection and thus a larger weight.

Percentage changes.--For each firm reporting, data are available for each of the three months (current, previous, and year ago) for which comparisons are made. Sales and inventory figures reported for each firm are multiplied by its weight and the results summarized to obtain percentage changes of sales and inventories and stock-sales ratios. Data in this report are not adjusted for number of days in the month nor for seasonal or price fluctuations.

Sales include sales of merchandise and receipts from repairs or other services to customers after deducting returns and allowances, and discounts. Sales of merchandise for others on a commission basis are also included. Local and State sales taxes, and Federal excise taxes are included. Sales trends shown in this report reflect the operation of firms selected in the sample which were in business in each of the three months compared.

Inventory, end-of-month represents stock, at cost value, of merchandise on hand for sale at the end of the month. Inventory trends are based on reports from only those firms which included data for all three periods compared. The number of firms reporting inventories is generally smaller than the number reporting sales. Some firms cannot submit inventory data in time for tabulation but furnish sales figures only.

Stock-sales ratios are percentages derived by dividing stocks, at cost, by total sales for those firms reporting inventories in conjunction with sales. Excluded from these ratios were all firms which report "zero" inventories (e.g., drop shippers). No adjustment is made in these calculations for the markup of sales, which varies from trade to trade.

Table 1.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS

MAY 1957

Kind of business	Sales			Inventory, end-of-month (at cost)		Stock-sales ratios (percent)		
	Percent change			Percent change, May 1957 from--		May 1957	May 1956	Apr. 1957
	May 1957 from--		5 mo. 1957 from 5 mo. 1956	May 1957 from--				
	May 1956	Apr. 1957		May 1956	Apr. 1957			
MERCHANT WHOLESALERS, TOTAL.....	0	+3	+3	+5	-2	128	122	134
DURABLE GOODS, TOTAL.....	-4	+3	-1	+6	-1	165	151	172
Automotive wholesalers.....	+6	+6	+5	+3	+2	198	200	205
Motor-vehicle distributors.....	-10	+2	-6	+2	-4	127	113	131
Automotive equipment, tire-tube wholesalers.....	+9	+7	+8	+3	+2	211	219	219
Electrical, electronics, appliance distributors.....	+3	+4	+3	+5	-3	171	166	188
Electrical apparatus, supplies distributors.....	-4	+2	+1	+4	-2	162	150	166
Electrical appliances, TV, radio sets, electronic parts, distributors.....	+12	+7	+4	+6	-4	183	190	218
Furniture, home furnishings wholesalers.....	+1	-2	+2	+4	0	190	182	186
Furniture wholesalers.....	+1	+1	+3	+5	0	185	176	193
Home furnishings, floor coverings wholesalers.....	+1	-4	+2	+3	0	192	184	184
Hardware, plumbing-heating goods wholesalers.....	-3	+7	-1	-2	0	221	219	236
Hardware wholesalers.....	-1	+6	0	-1	0	234	233	247
Plumbing, heating equipment, supplies distributors.....	-4	+8	-2	-3	0	208	204	224
Lumber, construction materials distributors.....	-11	+12	-11	-5	0	108	99	116
Lumber, millwork wholesalers.....	-16	+8	-16	-10	-1	125	106	128
Construction materials distributors.....	-5	+16	-5	0	0	94	92	108
Machinery, equipment, supplies distributors.....	+4	+2	+4	+9	-1	160	152	166
Air conditioning, commercial refrigeration equipment, distributors.....	+9	+15	0	+4	+3	122	133	132
Commercial machines, equipment distributors.....	+6	-1	+7	+1	-1	177	183	175
Industrial machinery, equipment, supplies distributors.....	-1	+1	+4	+9	-3	150	140	159
Professional equipment, supplies distributors.....	+8	+1	+8	+7	+4	208	203	198
Surgical, medical, hospital supply houses.....	+8	-1	+8	-3	-3	179	196	163
Service establishment supply houses.....	+6	+3	+7	+3	-3	107	111	115
Metals, metalwork (except scrap) distributors.....	-7	-1	0	+30	0	196	146	200
Iron, steel and products distributors.....	-4	-1	+3	+32	0	222	166	227
Nonferrous metals distributors.....	-13	0	-3	+15	+1	103	82	107
Scrap, waste materials dealers.....	-30	-10	-11	-2	+1	55	40	50
Iron, steel scrap dealers.....	-35	-13	-7	+2	-1	48	33	43
Waste materials dealers.....	-22	-5	-18	-5	+2	65	51	61
Jewelry wholesalers.....	-8	+4	-1	+9	-1	208	190	243
NONDURABLE GOODS, TOTAL.....	+4	+3	+6	+3	-3	94	94	100
Grocery, confectionery, meat wholesalers.....	+5	+5	+6	+3	+1	73	73	76
General-line grocery wholesalers.....	+5	+2	+7	+3	+1	98	99	100
Voluntary groups.....	+5	+3	+7	+1	0	88	92	87
Retailer-cooperative.....	+6	-2	+13	+7	+5	85	84	77
Nonaffiliated.....	+4	+4	+4	+3	-1	110	111	113
Specialty-line grocery wholesalers.....	+1	+5	+2	+1	+3	68	65	71
Confectionery wholesalers.....	+8	+4	+6	+7	+2	58	61	60
Meat, meat products wholesalers.....	+12	+13	+12	+12	0	19	19	21
Farm products (edible) distributors.....	-5	+10	-4	-6	-7	20	21	24
Poultry, poultry products distributors.....	-5	+4	-6	+4	-5	26	24	26
Fresh fruit, vegetable wholesalers.....	-6	+12	-3	-10	-9	18	19	23
Beer, wine, distilled spirits wholesalers.....	+4	+15	+4	+3	0	108	109	122
Beer, ale distributors.....	+3	+16	+5	+8	+5	60	58	67
Wine, distilled spirits wholesalers.....	+4	+14	+3	+1	-1	146	150	165
Drugs, chemicals, allied products wholesalers.....	+4	+1	+7	+4	-1	132	133	136
Drug wholesalers (general and specialty lines).....	+6	-1	+8	+5	-1	151	151	154
Industrial chemicals, explosives wholesalers.....	-1	+2	+6	-2	+1	84	87	87
Paint, varnish wholesalers.....	+4	+5	+3	+8	0	150	150	155
Tobacco distributors.....	+4	+8	+5	+3	-2	61	62	63
Dry goods, apparel wholesalers.....	+1	-7	0	-5	-1	196	207	185
Clothing, furnishings, footwear wholesalers.....	+1	-12	+4	+5	0	217	220	197
Dry goods wholesalers (general and specialty lines).....	+2	-5	+1	-6	-1	175	187	173
Piece goods converters.....	+1	-4	-3	-18	-2	205	228	190
Paper, allied products wholesalers.....	0	+1	+2	+5	0	116	114	122
Paper wholesalers.....	-1	+2	+2	+5	0	113	112	119
Stationery, wallpaper wholesalers.....	+2	-5	+7	+8	-1	143	131	140
Farm products (raw materials) merchants.....	+15	+2	+25	+18	-22	106	94	124
Other nondurable goods wholesalers.....	+6	-2	+9	+6	-1	100	98	102
Amusement, sporting goods wholesalers.....	+9	+1	+7	+11	+7	225	210	204
Book, magazine, newspaper wholesalers.....	+8	0	+10	+6	+8	117	117	110
Coal wholesalers.....	+18	-3	+13	+31	+32	78	68	55
Farm supplies wholesalers.....	+3	-7	+7	+4	-12	93	87	105

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS

MAY 1957

Kind of business and geographic division. (See map page 2)	Sales			Inventory, end- of-month (at cost)		Stock-sales ratios (percent)		
	Percent change							
	May, 1957 from--		5 mo. 1957 from 5 mo. 1956	Percent change, May 1957 from--		May 1957	May 1956	Apr. 1957
	May 1956	Apr. 1957		May 1956	Apr. 1957			
MERCHANT WHOLESALERS, TOTAL.....	0	+3	+3	+5	-2	128	122	134
New England.....	-1	+3	+1	-1	-2	129	128	137
Middle Atlantic.....	0	+3	+2	+2	-1	109	106	115
East North Central.....	-2	+5	0	+6	+1	118	109	124
West North Central.....	+1	+8	+4	-1	-1	136	140	148
South Atlantic.....	+2	+3	+5	+5	-2	143	135	152
East South Central.....	+11	+2	+10	+8	-7	145	145	157
West South Central.....	+3	-2	+10	+11	-5	152	136	157
Mountain.....	+3	+2	+2	+6	-1	149	145	152
Pacific.....	-1	+1	+4	+9	-1	137	127	140
Automotive equipment, tire-tube wholesalers.....	+9	+7	+8	+3	+2	211	219	219
Middle Atlantic.....	+11	+14	+10	+6	+3	191	183	204
East North Central.....	+23	+23	+11	+3	+13	155	195	177
West North Central.....	+11	+7	+11	+13	+1	259	271	277
South Atlantic.....	+5	+5	+5	-3	0	219	238	231
East South Central.....	+7	+3	+10	+4	-1	246	252	257
West South Central.....	+4	+7	+3	-2	-2	239	254	255
Mountain.....	+8	-6	+12	+9	+1	244	247	223
Pacific.....	-5	-3	+1	-3	+1	266	259	253
Electrical apparatus, supplies distributors.....	-4	+2	+1	+4	-2	162	150	166
New England.....	-11	-5	-11	+4	-1	199	170	191
Middle Atlantic.....	0	-2	+2	+13	0	141	124	137
East North Central.....	-11	-1	-4	+2	+5	176	145	162
West North Central.....	-2	+3	+5	+8	-2	202	188	210
South Atlantic.....	-8	+4	-1	-1	-3	147	144	163
East South Central.....	-5	+8	+4	+1	-9	185	197	224
West South Central.....	-7	+3	+2	+2	-6	191	173	216
Mountain.....	-2	+11	+9	-2	-8	145	145	161
Pacific.....	+4	+3	+6	-3	-5	144	153	156
Elect. appliances, TV, radio sets, electronic parts distributors...	+12	+7	+4	+6	-4	183	190	218
New England.....	+36	0	+10	(X)	(X)	(X)	(X)	(X)
Middle Atlantic.....	+13	+13	+1	-4	-4	157	183	201
East North Central.....	+11	-2	+3	+14	-1	182	183	205
West North Central.....	-7	+2	-9	-2	-3	176	172	185
South Atlantic.....	+13	+23	+8	+4	-2	199	215	255
East South Central.....	+7	+13	-3	+16	-13	203	174	263
West South Central.....	-6	+10	-7	+4	-8	183	167	228
Pacific.....	+25	+9	+9	+19	-4	214	207	252
Furniture, home furnishings wholesalers.....	+1	-2	+2	+4	0	190	182	186
New England.....	-1	-1	-2	(X)	(X)	(X)	(X)	(X)
Middle Atlantic.....	+2	-4	+3	-1	-1	190	190	180
East North Central.....	+4	+3	+4	+9	-1	167	162	176
West North Central.....	+2	-3	+1	+6	+2	200	182	188
South Atlantic.....	+7	+2	+2	+10	-1	215	216	250
South Central.....	-20	-7	-4	-3	-3	248	207	227
Pacific.....	0	-6	+1	+8	+4	192	178	175
Hardware wholesalers.....	-1	+6	0	-1	0	234	233	247
Middle Atlantic.....	+3	+1	-2	0	-3	202	210	206
East North Central.....	+2	+4	+4	-5	-2	210	230	225
West North Central.....	+6	+11	+3	-2	+1	253	268	278
South Atlantic.....	+1	+12	+2	+6	-2	244	225	266
East South Central.....	-6	+11	-4	+3	+5	233	212	249
West South Central.....	-10	+5	-5	+5	-3	281	241	304
Pacific.....	-4	0	+4	-7	+1	272	275	267
Plumbing, heating equipment, supplies distributors.....	-4	+8	-2	-3	0	208	204	224
New England.....	-9	+1	-4	-5	0	305	304	312
Middle Atlantic.....	-8	+7	-3	-5	+2	192	183	199
East North Central.....	0	+12	-2	-1	0	201	200	227
West North Central.....	+5	+15	+2	-2	0	257	258	277
South Atlantic.....	+4	+9	+3	+1	+4	176	185	178
South Central.....	-10	+13	+1	-10	-5	217	209	262
Mountain.....	-14	+3	-8	-11	0	238	219	243
Pacific.....	-9	+3	-5	-2	-2	200	181	212
Lumber, construction materials distributors.....	-11	+12	-11	-5	0	108	99	116
New England.....	+5	+18	-8	-17	+1	49	69	56
Middle Atlantic.....	-9	+16	-8	-11	-6	122	123	152
East North Central.....	-13	+10	-14	-2	+5	97	85	101
West North Central.....	-18	+11	-13	-14	+6	159	151	164
South Atlantic.....	-10	+7	-6	+9	+1	154	117	160
South Central.....	+1	+17	-6	-10	-3	108	103	108
Pacific.....	-20	+13	-18	-1	+1	75	47	79

See footnotes at end of table.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS--Continued

MAY 1957

Kind of business and geographic division (see map page 2)	Sales			Inventory, end-of-month (at cost)		Stock-sales ratios (percent)		
	Percent change							
	May 1957 from--		5 mo. 1957 from	Percent change, May 1957 from--		May 1957	May 1956	April 1957
	May 1956	April 1957	5 mo. 1956	May 1956	April 1957			
Industrial machinery, equipment supplies distributors.....	-1	+1	+4	+9	-3	150	140	159
New England.....	-10	0	+6	+9	-6	213	158	218
Middle Atlantic.....	+4	+10	+8	+15	-2	116	107	143
East North Central.....	-9	-7	0	+3	-1	131	124	130
West North Central.....	+5	+16	0	-2	-7	119	167	146
South Atlantic.....	+18	-3	+13	+10	0	150	154	138
South Central.....	-7	-5	-10	+15	-4	171	147	173
Mountain.....	+17	+2	-1	+21	-4	224	179	228
Pacific.....	-1	+7	+1	+4	-1	140	143	157
General-line grocery wholesalers.....	+5	+2	+7	+3	+1	98	99	100
New England.....	0	+3	+8	-10	-2	105	116	111
Middle Atlantic.....	+3	+2	+4	+2	0	111	115	111
East North Central.....	+1	+2	+5	+4	+4	87	85	86
West North Central.....	+3	+8	+4	+6	+3	88	86	92
South Atlantic.....	+4	+2	+5	-2	-2	103	106	105
East South Central.....	+7	+3	+7	+7	+2	99	100	101
West South Central.....	+6	0	+8	+4	-1	110	112	111
Mountain.....	+7	+8	+7	-6	-2	123	125	127
Pacific.....	+12	-6	+13	+5	-4	78	81	84
Specialty-line grocery wholesalers.....	+1	+5	+2	+1	+3	68	65	71
Middle Atlantic.....	-6	+6	-2	-3	+3	71	62	76
East North Central.....	+7	+7	+4	-5	+3	62	69	64
West North Central.....	+7	+1	-2	-4	0	117	131	113
South Atlantic.....	+1	-2	+2	+11	-9	102	81	97
South Central.....	+15	+9	+17	+1	+3	53	56	61
Pacific.....	-9	0	+3	-6	+5	48	45	48
Fresh fruit, vegetable wholesalers.....	-6	+12	-3	-10	-9	18	19	23
New England.....	+3	+25	+3	-9	-8	15	17	20
Middle Atlantic.....	-5	+27	-1	-19	-11	9	11	12
East North Central.....	+3	+13	-1	-5	-4	16	18	19
West North Central.....	-13	+14	-7	-17	-5	37	38	45
South Atlantic.....	-5	+7	-1	+7	-10	18	14	20
South Central.....	+2	+10	-2	-13	-9	15	16	19
Pacific.....	-5	+10	-2	-1	-17	19	21	26
Drug wholesalers (general and specialty-lines).....	+6	-1	+8	+5	-1	151	151	154
New England.....	+7	+4	+8	+14	-2	151	154	158
Middle Atlantic.....	+7	-3	+7	0	-2	148	169	176
East North Central.....	+5	0	+8	+2	-2	150	151	154
West North Central.....	+4	+1	+9	+4	+3	156	156	158
South Atlantic.....	+3	0	+8	+10	0	169	159	169
East South Central.....	+8	+5	+8	-1	-4	192	220	210
West South Central.....	+10	+5	+8	+12	0	170	158	172
Mountain.....	+7	+10	+8	+3	0	198	200	208
Pacific.....	+9	+2	+9	+10	-4	157	158	162
Tobacco distributors.....	+4	+8	+5	+3	-2	61	62	63
New England.....	+1	+12	+6	+7	0	60	57	64
Middle Atlantic.....	+8	+9	+6	+7	+1	76	75	77
East North Central.....	+3	+9	+6	+1	+12	52	55	46
West North Central.....	-3	+5	+1	+3	+3	68	66	67
South Atlantic.....	+6	+9	+6	+2	-2	48	50	54
South Central.....	+5	+6	+3	-1	-2	49	52	51
Pacific.....	+2	0	+8	(X)	(X)	(X)	(X)	(X)
Dry goods, apparel wholesalers.....	+1	-7	0	-5	-1	196	207	185
New England.....	+2	+2	+3	-13	-5	155	165	138
Middle Atlantic.....	+3	-8	+1	-6	-1	177	184	167
East North Central.....	+5	-5	+3	+3	+4	226	219	215
West North Central.....	+5	-9	-2	-7	-4	294	343	274
South Atlantic.....	-16	-16	-3	-1	+3	269	232	183
South Central.....	-5	-2	-4	-11	-5	286	295	277
Pacific.....	+5	-5	+5	-8	-2	165	196	160

X Insufficient data to show separately.

DESCRIPTION OF KINDS OF BUSINESS

All kinds of business in which merchant wholesalers operate are represented in this survey. The kinds of business shown in this report parallel broad classifications used in the 1954 Census of Business covering wholesale trade. Each establishment in this survey has been assigned a kind-of-business classification based upon its trade designation and an analysis of its annual 1954 sales by commodity lines as reported in the 1954 Census of Business. A description of each kind-of-business classification in this report is given below.

DURABLE GOODS

Automotive wholesalers

Motor-vehicle distributors.--Merchant wholesale establishments primarily engaged in selling new and used passenger automobiles and similar motor vehicles, road-type trucks, truck-tractors, busses, trailers, and semitrailers to dealers or to fleet operators, industrial accounts, and to commercial users. Dealers in road-type trucks, truck-tractors, and truck-trailers are included here on the basis of kind-of-goods sold.

Automotive equipment, tire-tube wholesalers.--Merchant wholesale establishments--frequently referred to as jobbers in this trade--primarily engaged in selling automotive equipment, accessories, parts, tires, tubes and garage equipment and tools.

Electrical, electronics, appliance distributors

Electrical apparatus, supplies wholesalers.--Merchant wholesale establishments selling a general line of electrical goods such as electrical equipment and apparatus; wiring supplies and construction materials; lighting fixtures and lamps; radio and television sets and accessories; electric refrigerators and other electrical appliances and specialties; and electronic parts and equipment; and those primarily engaged in selling such electrical equipment and apparatus; wiring supplies and construction materials, and lighting fixtures and lamps, as conduits and fittings, interior wires and cables, wiring devices, safety switches, poles, crossarms, pole-line hardware, outside wires and cables, residential, commercial, and industrial lighting fixtures, and incandescent and fluorescent lamps. Establishments specializing in the sale of electrical prime movers and other electrical power equipment for the generation, transmission, or utilization of electric energy are also included.

Electrical appliances, TV, radio sets, electronic parts distributors.--Merchant wholesale establishments primarily engaged in selling such electrical appliances and specialties as radio and television sets, dish washers, electric refrigerators, electric ranges, washing machines, ironers, radio and television parts and accessories, home freezers, sewing machines, hot water heaters, electric irons, percolators, clocks, hotplates, vacuum cleaners, etc., and electronic tubes, electronic replacement parts and accessories, and transmission and sound equipment.

Furniture, home furnishings wholesalers

Furniture wholesalers.--Merchant wholesale establishments primarily engaged in selling home or office furniture--wooden, metal or other.

Home furnishings, floor coverings wholesalers.--Merchant wholesale establishments primarily engaged in selling household china, glassware, and earthenware; floor coverings (carpets, rugs, linoleums, etc.); antique home furnishings; and miscellaneous home furnishings such as brooms, brushes, curtains, draperies, pictures and picture frames, window shades, kitchen utensils, phonograph records, and musical instruments.

Hardware, plumbing, heating goods wholesalers

Hardware wholesalers.--Merchant wholesale establishments selling a general line of merchandise sufficiently broad to service retail hardware stores and the hardware departments of other outlets--general-line hardware wholesalers; and establishments primarily engaged in selling builders hardware, heavy hardware, shelf or light hardware, and hardware specialties such as tools, cutlery, bolts, nuts, rivets, screws, padlocks, keys, and the like--specialty-line hardware wholesalers.

Plumbing, heating equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling plumbing and heating equipment and supplies such as plumbing fixtures, including sanitary ware; steam and hot water heating boilers, radiators, parts, and fittings; stoves, ranges, furnaces, and other types of heating apparatus (except electric); oil burners; gas appliances and supplies; plumbing pipe, valves, and fittings; and plumbers brass goods.

Lumber, construction materials distributors

Lumber, millwork wholesalers.--Merchant wholesale establishments primarily engaged in selling lumber and millwork such as rough, dressed, and finished lumber; sheathing, siding, flooring, shingles, plywood, veneers, doors, sashes, frames, interior woodwork and trim.

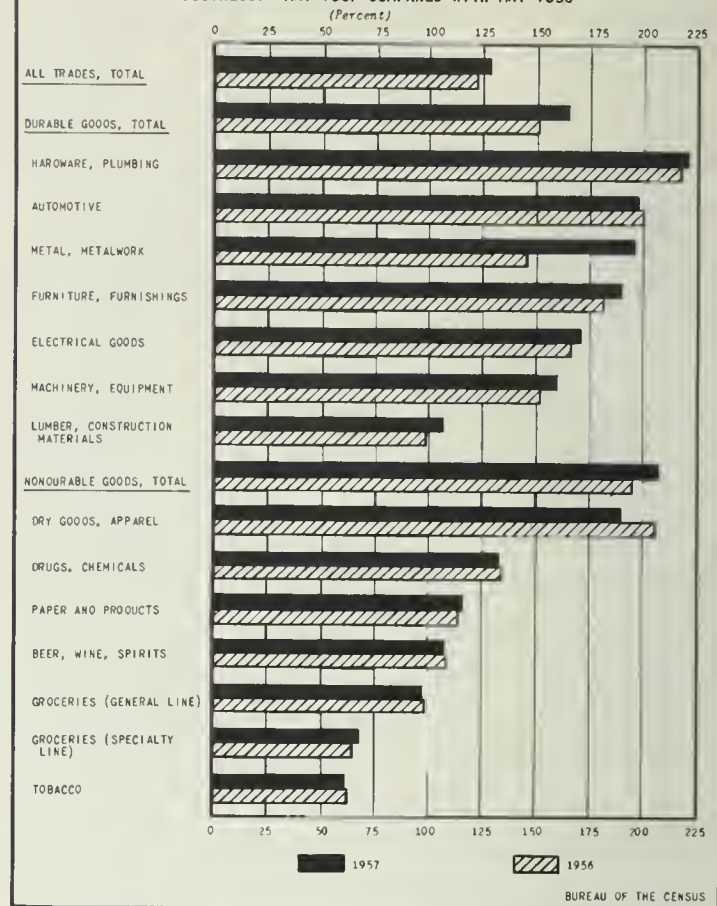
Construction materials distributors.--Merchant wholesale establishments primarily engaged in selling such construction materials as brick, tile, and terra cotta; cement, lime, and plaster; building glass; sand, gravel, and crushed stone, ready-mixed concrete; roofing, siding and insulation; and stone, slate, concrete products, and building board.

Machinery, equipment, supplies distributors

Air conditioning, commercial refrigeration equipment distributors.--Merchant wholesale establishments primarily engaged in selling commercial refrigeration equipment (including electric) such as refrigerators, display cases, freezers, dispensers, water coolers, food locker equipment; and those selling air conditioning and ventilating equipment and supplies, including fans, blowers, and accessories. Establishments specializing in the sale of commercial refrigeration components and accessories are also included in this classification.

Commercial machines, equipment distributors.--Merchant wholesale establishments primarily engaged in selling office machines and equipment (except furniture) such as adding machines, typewriters, addressing, duplicating, sealing, computing, stapling, accounting, and statistical machines; restaurant and hotel equipment such as coffee urns, steam tables, china, glassware, silverware, linens, and related items; store machines and fixtures such as display fixtures, show racks, pricing equipment, cash registers, scales, meat slicers and grinders, coffee grinders, etc.; and such related equipment as florists' supplies, theater supplies and equipment, and parking meters. Establishments primarily engaged in selling to users are included, as well as those selling to dealers.

STOCK-SALES RATIOS OF MERCHANT WHOLESALERS IN SELECTED KINDS OF BUSINESS: MAY 1957 COMPARED WITH MAY 1956



Machinery, equipment, supplies distributors--continued

Industrial machinery, equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling machinery, equipment, and supplies to manufacturing and mining concerns. Included here are establishments selling industrial machinery; industrial belting, hose, and packing; machine tools, mine and mill supplies; oil well and oil refining supplies; printing machinery and supplies; industrial rope, cordage, and twine; industrial materials, handling equipment; power transmission equipment; and machinery and equipment for such industries as food products, woodworking, shoe manufacturing, tanning, textile, and paper and pulp.

Professional equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling dental supplies (chairs, sterilizers, cabinets, instruments, dental gold and alloys, waxes, teeth, and the like); religious supplies (church goods and religious articles such as statuary, vestments, fonts, candles, religious pictures, calendars, literature, etc.); school equipment and supplies (desks, blackboards, chalk, rulers, wall and globe maps, etc.); optical goods; surgical, medical, hospital supplies, and equipment; artists supplies; engineering instruments and supplies; and supplies for other professions.

Surgical, medical, hospital supply houses.--Merchant wholesale establishments primarily engaged in selling surgical and medical instruments; doctors apparatus and equipment; orthopedic appliances; artificial limbs; operating room and other hospital equipment; X-ray machines and accessories and other scientific instruments used by physicians and in hospitals.

Service establishment, supply houses.--Merchant wholesale establishments primarily engaged in selling barber and beauty supplies; laundry, dry cleaning equipment, supplies (washing, drying, ironing, and pressing machines; laundry soaps and chemicals; dry cleaning fluids, marking equipment, etc.); shoe service supplies and equipment; undertakers supplies (caskets, burial vaults, burial garments, embalming chemicals and preparations, and other morticians and funeral equipment); upholsterers supplies (fabrics, leather and fillings, and other types of supplies used in the upholstery trade); and miscellaneous service equipment, such as janitors' supplies, furriers' supplies, bootblack's supplies, and hat cleaners' supplies.

Other industrial machinery, equipment distributors (not shown separately in accompanying table).--Merchant wholesale establishments primarily engaged in selling (a) transportation equipment such as aircraft and aeronautical equipment, supplies; railroad equipment, supplies; marine equipment, supplies; and other transportation equipment and supplies; (b) construction machinery, equipment such as road building machinery, excavating and dredging machinery, derricks, cranes, hoists, and winches; and related construction equipment as pneumatic hammers, concrete construction clamps and forms, scaffolding, chutes, and wheelbarrows--but not construction materials, and (c) farm-garden machinery, equipment (including tractors) used in the preparation and maintenance of the soil, the planting and harvesting of crops, and other operations and processes pertaining to agriculture; dairy machinery and equipment, such as milking machines and cream separators; poultry equipment, such as incubators, brooders, and feeders and irrigation equipment.

Metals, metalwork (except scrap) distributors

Iron, steel, and products distributors.--Merchant wholesale establishments usually referred to as steel warehouses--primarily engaged in selling iron and steel products such as semifinished forms and shapes, plates, sheets, strips, bars, structural shapes, piling, nails, tubular products, wire products, forgings and castings. Steel warehouses of firms operating steelworks and rolling mills are also included here.

Nonferrous metals distributors.--Merchant wholesale establishments primarily engaged in selling nonferrous metals and metalwork such as aluminum, copper, tin, brass, lead, and zinc.

Scrap, waste materials dealers

Iron, steel scrap dealers.--Merchant wholesale establishments primarily engaged in assembling, breaking up, sorting, and selling all forms of iron and steel scrap.

Waste materials dealers.--Merchant wholesale establishments primarily engaged in assembling, sorting, and selling such waste materials as nonferrous scrap metals, waste paper, rags, wiping cloths, textile wastes, scrap rubber, and other waste and salvage materials. Scrap iron and steel may be handled as secondary lines.

Jewelry wholesalers

Jewelry wholesalers.--Merchant wholesale establishments primarily engaged in selling a general-or specialty-line of jewelry such as clocks and watches; precious stones and metals; watch materials, jewelers supplies; costume jewelry; and miscellaneous items such as silverware, plated ware, medals, trophies, semi-precious stones, and insignia.

NONDURABLE GOODSGrocery, confectionery, meat wholesalers

General-line grocery wholesalers.--Merchant wholesale establishments handling a general line of dry groceries and processed foods usually sold in retail grocery stores, such as canned foods, flour, sugar, coffee, tea and spices, as well as such nonfood items as household chemicals, soaps and detergents, paper products, brooms, brushes, etc. Voluntary group wholesalers, retailer-cooperative warehouses, and cash-and-carry depots are included, as well as nonaffiliated general-line grocery wholesalers.

Specialty-line grocery wholesalers.--This classification includes two general types of merchant wholesale establishments: Those handling a combination of grocery items, no one item predominating, but not a sufficiently broad line of commodities to be classified as "general line"; and those primarily engaged in selling specialized lines of groceries and related products, such as canned foods; coffee, tea, and spices; dairy products; dried fruits and nuts; frosted and frozen foods; fish and seafood; bakery products; packaged breakfast cereals; flour; cooking oils and shortening; and soft drinks.

Confectionery wholesalers.--Merchant wholesale establishments primarily engaged in selling candy, chewing gum, popcorn, potato chips, salted nuts, fountain fruits and syrups, and related items. Cigars, cigarettes, and other products are also frequently handled as secondary lines.

Meat, meat products wholesalers.--Merchant wholesale establishments primarily engaged in selling fresh, frozen, cured or processed (but not canned) meats, lard, and other edible meat products. Secondary lines such as butter, cheese, eggs, dressed poultry, vegetable shortening, and canned meats are frequently handled.

Farm products (edible) distributors

Poultry, poultry products distributors.--Merchant wholesale establishments primarily engaged in selling live or dressed poultry, eggs, and related products. Establishments primarily engaged in dressing poultry are considered manufacturers.

Fresh fruit, vegetable wholesalers.--Merchant wholesale establishments primarily engaged in selling fresh fruits, vegetables, berries, melons, and related items.

Beer, wine, distilled spirits wholesalers

Beer, ale distributors.--Merchant wholesale establishments primarily engaged in selling beer, ale, porter, stout and other fermented malt liquors. Soft drinks, confectionery, tobacco, wines, and spirits are frequently handled as secondary lines.

Wine, distilled spirits wholesalers.--Merchant wholesale establishments primarily engaged in selling wines, whiskey, gin, rum, brandy, and other spirits, including neutral spirits and ethyl alcohol used in blending. Merchants who bottle and sell wines and distilled spirits manufactured in bulk by others, liquor departments of drug wholesalers, and State-operated wholesale outlets are included. State depots primarily engaged in supplying State liquor stores, however, are not included in wholesale trade.

Drugs, chemicals, allied products wholesalersDrug wholesalers (general and specialty lines)

General-line drug wholesalers (not shown separately).--Merchant wholesale establishments engaged in selling a full line of drugs, pharmaceuticals, proprietary medicines, druggists rubber goods, cosmetics, toiletries, drug sundries, and related merchandise. Cooperatives and voluntary group wholesalers handling a full line of drugs are also included in this classification. Liquor departments of drug wholesalers, however, are included with "wines and distilled spirits wholesalers."

Specialty-line drug wholesalers (not shown separately).--Merchant wholesale establishments primarily engaged in selling proprietary medicines, toilet preparations, and articles such as drugs, perfumes, cosmetics, powders, shaving preparations, toilet soap, dentifrices, combs, brushes, mirrors, medical glass, bandages, rubber goods, and antiseptics.

Drugs, chemicals, allied products wholesalers--Continued

Industrial chemicals, explosives wholesalers.--Merchant wholesale establishments primarily engaged in selling such industrial and heavy chemicals as coal-tar chemicals, plastics, compressed and liquefied gases except LP gas, acids, ammonia, soda, industrial alcohols, explosives, dyestuffs, naval stores, etc. Concerns primarily engaged in selling pyrotechnics and ammunition for small arms are included in "Amusement and sporting goods wholesalers."

Paint, varnish wholesalers.--Merchant wholesale establishments primarily engaged in selling paints, varnishes, lacquers, enamels, calcimines, shellac, and stains. Glass, wallpaper, painters supplies, oils, chemicals, and related products are frequently handled as secondary lines.

Tobacco distributors

Tobacco distributors.--Merchant wholesale establishments primarily engaged in selling manufactured tobacco products such as cigars, cigarettes, chewing and smoking tobacco, and snuff. Confectionery, smokers articles, razor blades, playing cards, etc., are frequently handled as secondary lines.

Dry goods, apparel wholesalers

Clothing, furnishings, footwear wholesalers.--Merchant wholesale establishments primarily engaged in selling men's, boys' clothing, and furnishings (including suits, coats, overcoats, work clothing, hats and caps, shirts, ties, and underwear); women's, children's clothing, furnishings, and accessories (including suits, dresses, and skirts); furs and fur clothing; millinery, millinery supplies; shoes and other footwear; work clothing; and related lines.

Dry goods wholesalers (general and specialty lines)

General-line dry goods wholesalers (not shown separately).--Merchant wholesale establishments engaged in selling a diversified combination of lines usually sold in retail dry goods and general merchandise stores, including piece goods, home furnishings, work clothing, dresses, infants' wear, notions, and hosiery. Men's and women's clothing, furnishings, and millinery frequently constitute secondary lines.

Specialty-line dry goods wholesalers (not shown separately).--Merchant wholesale establishments primarily engaged in selling hosiery, underwear, piece goods, knit and lace goods, fancy linen and needlework and notions (thread, tapes, needles, pins, buttons, hair accessories, zippers, and shoe laces).

Piece goods converters.--Merchant wholesale establishments which purchase textiles in the gray or unfinished form, have them dyed and/or finished by others, usually on a contract basis, and sell to the cutting-up trade, garment makers, wholesalers, or retailers. Converters operating bleaching, dyeing, and finishing plants are not considered as merchant wholesalers.

Paper, allied products wholesalers

Paper wholesalers.--Merchant wholesale establishments primarily engaged in selling wrapping paper and other coarse paper; fine paper (writing papers, reproduction paper stock, cover, text, thin, and other fine papers); newsprint and book paper; paperboard; and converted paper products such as bags, boxes, cups, dishes, towels, napkins, tissues, and bottle caps.

Stationery, wallpaper wholesalers.--Merchant wholesale establishments primarily engaged in selling commercial and social stationery, including envelopes, type-writer and mimeograph paper in cut sizes, file cards and folders; and office supplies such as pens, pencils, writing inks, carbon paper, paper clips, type-writer ribbons, greeting cards, and erasers; and embossed and printed wallpaper for use in covering or decorating interior walls and ceilings.

Farm products (raw materials) merchants

Farm products (raw materials) merchants.--Merchant wholesale establishments primarily engaged in selling cotton, grain, hides, skins, raw furs, livestock, leaf tobacco, wool, mohair, horses and mules, and other inedible products such as broomcorn, moss, hair, feathers, bristles, and fibers. This classification includes merchants (including terminal elevators) primarily engaged in selling raw farm products in marketing centers. Dealers buying such products direct from farmers and assembling them at local production points are classified as "assemblers" and not included here.

Other nondurable goods wholesalers

Amusement, sporting goods distributors.--Merchant wholesale establishments primarily engaged in selling cameras and photographic goods (cameras, parts, and accessories, projection apparatus, enlargers, developing and printing room apparatus and accessories, sensitized unexposed photographic supplies and equipment); sporting goods (toys, games, novelties, fireworks, bicycles, sporting goods, and athletic goods); and other recreation goods such as playground equipment, billiard and bowling equipment and supplies; and hobby goods.

Book, magazine, newspaper wholesalers.--Merchant wholesale establishments primarily engaged in selling books, magazines, periodicals, newspapers, and related items.

Coal wholesalers.--Merchant wholesale establishments primarily engaged in selling bituminous coal, anthracite coal, and coke. This includes firms with coal yards as well as those selling goods shipped directly from mine to customer.

Farm supplies wholesalers.--Merchant wholesale establishments primarily engaged in selling mixed and other feeds; fertilizers, fertilizer materials, and agricultural chemicals; seeds (farm, garden, and flower); and miscellaneous farm supplies such as hay, straw, and alfalfa.

Merchant wholesalers, n.e.c.--(Not shown separately in the accompanying table.) Merchant wholesale establishments primarily engaged in selling petroleum products, cut flowers and potted plants; forest products except lumber; inedible oils and fats; textiles and materials other than dry goods; industrial yarns; crude rubber; ores; sponges; artificial leather; wood pulp; artificial flowers; and products not elsewhere classified; and establishments handling a line of merchandise too broad to be included in any of the classifications outlined above.

7

MONTHLY

WHOLESALE TRADE REPORT

U. S. DEPARTMENT OF COMMERCE

Sinclair Weeks, Secretary

BUREAU OF THE CENSUS

Robert W. Burgess, Director

JUNE 1957

FOR RELEASE

AUGUST 12, 1957

SALES AND INVENTORIES

Beginning this month, the Bureau of the Census presents a new monthly series of dollar volume estimates of merchant wholesalers by kind of business. Included in this report are monthly sales data from January 1956 through June 1957. These monthly sales estimates are based on a probability sample representative of all merchant wholesalers in the country. A description of this sample and approximate measures of the reliability of the data are included on pages 2 and 6. Also included in this report are sales and inventory trends and stock-sales ratios by kind of business, for the United States as a whole and by geographic division.

First-half Sales

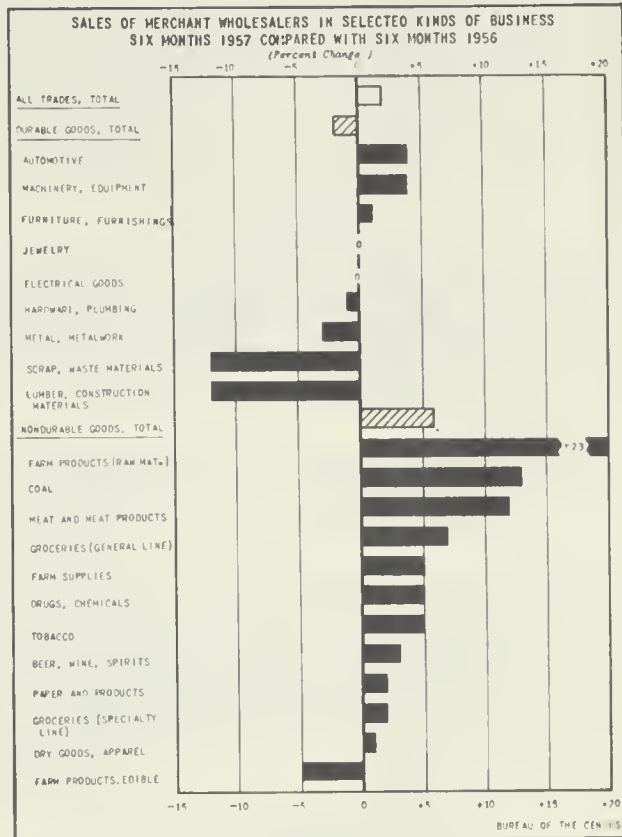
First half 1957 sales of merchant wholesalers were estimated at \$58,398 million, about 2 percent higher than sales of \$57,109 million in the first six months of 1956. While sales in the nondurable goods trades, at \$25,558 million, were up 6 percent during the first 6 months, sales in durable goods trades, at \$32,840 million, were off 2 percent during this period.

Farm products (raw materials) merchants, with sales up 23 percent, reported the principal increase over the first half 1956. Gains were also noted in all but three of the nondurable goods trades--piece goods converters (-4%), fresh fruit, vegetables wholesalers (-4%) and poultry distributors (-7%). The sharpest declines from first half 1956 sales were experienced by durable goods trades--lumber and millwork wholesalers, off 16 percent, and waste materials dealers, down 17 percent. However, seven durable goods trades, including professional equipment distributors, automotive wholesalers and commercial equipment distributors, indicated first half gains up to 8 percent.

With the exception of the East North Central Division, which was off slightly (1%), all geographic divisions shared in increased sales during the first half of 1957 compared with 1956. The East and West South Central Divisions both registered the principal gain--8 percent--over first half 1956 sales.

June Sales

June 1957 sales were estimated at \$9,610 million, a decline of 5 percent from the May 1957 level and 3 percent below June sales a year ago. Most trades reported lower sales in June than in May, with farm supplies wholesalers (28%) and industrial chemicals wholesalers (15%) noting the sharpest decline. Air conditioning, commercial refrigeration equipment distributors, up 15 percent, registered the principal increase. Compared with sales a year ago, the sharpest declines were noted among the durable goods trades. Surgical, medical and hospital supply houses indicated the principal increase (14%) but most year-ago gains were registered by nondurable goods trades.



Inventories

Inventories of wholesalers at the end of June were slightly (1%) below the May 31 level but rose 6 percent above stocks on hand a year ago. The June 1957 stock-sales ratio of 132 percent for all merchant wholesalers was 6 points above the May ratio and 12 points above the ratio for June a year ago. The stock-sales ratio for durable goods trades, in total, was 174 percent in June 1957, compared with the stock-sales ratio of 96 percent for nondurable goods trades.

While most trades noted only small changes from previous month inventories, farm products (raw materials) merchants reported a sharp drop (19%) and coal wholesalers indicated a large increase (22%). Substantial increases over year-ago inventories were reported by iron, steel scrap dealers (31%), book, magazine, newspaper wholesalers (26%), iron, steel products distributors (23%), and coal wholesalers (22%). The largest decline from a year ago was reported by piece goods converters (9%).

Inventory changes during the month in seven of nine geographic divisions were limited to 1 or 2 percent. Only the South Atlantic and West South Central Divisions reported declines of 3 and 4 percent respectively. All divisions reported stocks from 2 to 12 percent higher than a year ago.

DESCRIPTION OF SAMPLE, ESTIMATING PROCEDURE, AND RELIABILITY OF THE DATA

1. Scope of Survey

This survey is limited to merchant wholesalers, which constitute the major portion of the broad field of wholesale trade, and excludes other types of wholesale trade such as manufacturers sales branches and sales offices; petroleum bulk stations; agents and brokers and assemblers of farm products. All kinds of business in which merchant wholesalers operate are represented in this survey.

Merchant wholesalers are defined in the Standard Industrial Classification Manual issued by the Bureau of the Budget, Executive Office of the President, as "Establishments usually known as wholesalers, merchant wholesalers or jobbers, primarily engaged in buying, taking title to, and where customary, physically storing and handling goods and selling the goods at wholesale principally to retailers and industrial and commercial users. This group also includes industrial and distributors, exporters, and importers, cash-and-carry wholesalers; drop shippers, wagon distributors, etc. The establishments included in this group may perform operations on the goods incidental to the wholesale trading and delivery, such as installing equipment, and fixtures; and collecting and baling waste materials." Firms which, in addition to merchant wholesale establishments, operate other types of establishments, e.g., retail, manufacturing, etc., report in this survey only for their merchant wholesale establishments. A description of each kind-of-business classification shown in this report is included on pages 11 and 12.

2. Sample Design

Firms reporting in the survey are part of a probability sample representing merchant wholesalers in all kinds of business. The sample, which includes over 17,000 firms (about 26,000 establishments) is drawn from two sources: (1) 1954 Census of Business lists representing all wholesalers (with paid employees) in business in 1954 and (2) Bureau of Old Age and Survivors Insurance (BOASI) lists of wholesalers (with paid employees) entering business (or requesting new Employer Identification Numbers) since 1954. The sample is supplemented twice a year for new firms on the BOASI lists.

The reporting panel includes a fixed panel of about 1,400 very large firms reporting monthly and four rotating panels each containing about 3,900 smaller firms which report every fourth month. In any given month, the total reporting panel includes about 5,300 firms.

The number of firms selected in the sample for each kind of business varies from 150 to 650 firms, depending upon (a) the total number of firms in the trade, (b) the distribution of firms within the trade by sales size, and (c) whether geographic division trends are to be shown for the trade. In those kinds of business for which percentage changes are shown by geographic division, the sample chosen for the national estimates was increased by about 50 percent to provide wider representation by geographic division. In some of these trades, however, data are not shown separately for some geographic divisions because even this increase in the sample size will not provide reliable results in all geographic divisions.

3. Published Data

Sales.--This report includes monthly dollar volume estimates of sales by kind of business for the United States as a whole (Table 1) and sales trends (percent changes) derived from these estimates (Table 2). Sales trends are shown in Table 2 for some detailed kind of businesses for which estimates are not shown separately in Table 1. For these kinds of business the trends are based only on the weighted sales of identical firms (i.e., firms reporting data for each of the months for which comparisons are made). Sales trends by geographic division are also shown for selected kinds of business (Table 3). In Table 3 the trends for geographic division also are based on weighted sales of identical firms.

Sales include sales of merchandise and receipts from repairs or other services to customers after deducting returns and allowances, and discounts. Sales of merchandise for others on a commission basis are also included. Local and State sales taxes, and Federal excise taxes are included.

Inventories.--This report presents inventory trends by kind of business for the United States as a whole (Table 2) and by geographic division (Table 3). These inventory trends are based on the weighted inventories of identical firms (i.e., firm reporting data for each of the months compared).

Inventories represent stocks, at cost, of merchandise on hand for sale at the end of the month.

Stock-sales ratios.--These are presented by kind of business for the United States as a whole (Table 2) and by geographic division (Table 3). The stock-sales ratios are percentages derived by dividing weighted stocks, at cost, by weighted sales for only those firms reporting inventories in conjunction with sales in all three periods compared. Excluded from these ratios were all firms which report "zero" inventories (e.g., drop shippers). No adjustment is made in these calculations for the markup of sales, which varies from trade to trade. Stock-sales ratios for previous months shown in the current report may differ from those published in previous reports since the reporting panel varies.

4. Estimating Procedure

Each firm selected in the sample has an assigned weight which reflects its probability of selection in the sample. Large firms are selected with certainty, this having a weight of one (1). Other firms are sampled at varying rates, depending upon size, with smaller firms having a lower probability of selection and thus a larger weight.

For most firms reporting, data are available for each of three months (current, previous, and year ago). New firms reporting provide data for at least two months (current and previous). Sales and inventory figures reported for each firm are multiplied by its weight (the reciprocal of its probability of selection) and the results summarized to obtain the dollar volume estimates, percentage changes and stock-sales ratios shown in this report.

Volume estimates.--The summation of the weighted reports of sales for each monthly panel provides unbiased dollar volume estimates, by kind of business, for two months--the current month and the preceding month. However, the published estimate is a "composite" of two estimates (a) the unbiased estimate for the current month obtained from the summation of the current month reports and (b) a ratio estimate obtained by multiplying the "composite" estimate for the previous month by the ratio of the current month unbiased to previous month unbiased estimates obtained from the summation of the current reports. The unbiased estimate (a) receives a weight of .3 while the ratio estimate (b) receives a weight of .7. The resulting weighted average provides a "composite" estimate of the dollar volume of sales considerably more reliable than either of the two estimates taken alone. The estimates shown for January-June 1956 were not obtained in this manner. Since unbiased estimates were not available for this period from the new sample which was introduced in July 1956, monthly estimates prior to that date were calculated by dividing the "composite" estimates for January-June 1957 by the year-to-year ratio for each of these months obtained from weighted reports of identical firms.

Percentage changes.--Two types of percentage change figures are presented in this report, viz., (1) percentage changes derived from dollar volume estimates (2) percent changes based on the weighted data from identical firms (i.e., those reporting data for each of the months for which comparisons are made). The percentage changes based on identicals however, should not be regarded as an unbiased measure of percentage change. Since only those establishments reporting in both periods compared are included, the net change due to births and deaths is not reflected in the ratios shown.

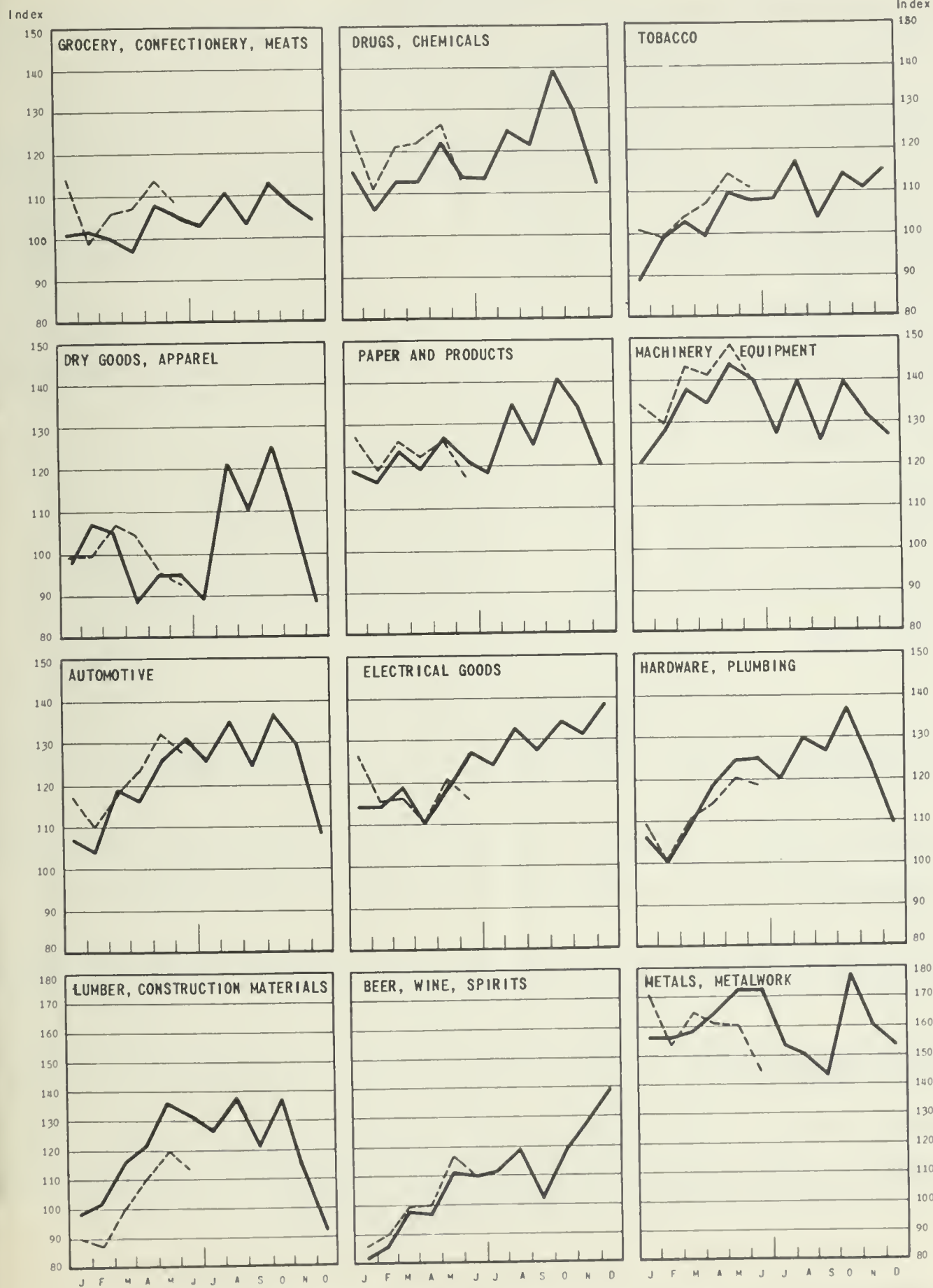
5. Reliability of the Data

Estimates based on a sample are subject to sampling variability and thus are not expected to be in exact agreement with a complete census taken with the same enumeration procedures. For all trades combined, the sampling variability of the "composite" sales estimates for any individual month, is less than one percent at the one sigma level. That is to say, the chances are about two out of three that the estimated sales shown would differ by less than one percent from the results of a complete enumeration. The variability of estimates for kind-of-business groups and individual kinds of business is generally higher than for total merchant wholesale trade but for most trades the sampling variability is less than 5 percent at the one sigma level. Table 1A presents these sampling variabilities of the estimates for February, March, April and May 1957. Since these measures are also subject to sampling variability they should be regarded as giving a general rather than exact idea of the variability due to sampling. The sampling variability of the ratios based on weighted identicals has not been evaluated. However, where these ratios are based on a small number of reports (viz., trends by geographic division) the sampling variability is usually quite high.

These measures do not include biases that may arise from other nonsampling errors, such as failure of respondent to submit correct figures or to submit a report in time for tabulation. In preparing the dollar volume estimates, an estimate is included for those firms that fail to respond. To the extent that the estimates for these firms may differ from the actual figures, nonresponse affects the reliability of the dollar volume estimate. As a result, dollar volume estimates are not published separately in a few trades where the nonresponse rate was considered too high to provide reliable level estimates. Approximately 11 percent of the total sales in May 1957 were imputed for nonresponse.

SALES OF MERCHANT WHOLESALERS—KINDS OF BUSINESS 1956 AND 1957

1954 MONTHLY AVERAGE = 100

 1956 = —
1957 = - - -


BUREAU OF THE CENSUS

DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS

Table 1.--ESTIMATED MONTHLY SALES OF MERCHANT WHOLESALERS--UNITED STATES, BY KIND OF BUSINESS

JANUARY 1956 - JUNE 1957

(Sales in millions of dollars)

Kind of business	1956												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	1956
MERCHANT WHOLESALERS, TOTAL.....	9,032	9,172	9,571	9,296	10,144	9,894	9,414	10,514	9,794	11,217	10,449	9,944	118,441
DURABLE GOODS, TOTAL.....	3,994	4,085	4,372	4,346	4,680	4,589	4,215	4,643	4,324	4,889	4,501	4,192	52,830
Automotive wholesalers.....	353	344	396	384	417	434	415	449	410	453	428	358	4,841
Automotive equipment, tire-tube wholesalers....	280	276	318	306	333	351	344	371	344	386	366	296	3,971
Electrical, electronics, appliance distributors..	603	602	627	580	616	668	653	701	671	708	692	727	7,848
Electrical apparatus, supplies distributors....	272	285	297	295	319	350	326	336	317	338	328	344	3,807
Electrical appliances, TV, radio sets, electronic parts, distributors.....	331	317	330	285	297	318	327	365	354	370	364	383	4,041
Furniture, home furnishings wholesalers.....	184	193	212	194	199	197	181	223	216	250	234	210	2,493
Home furnishings, floor coverings wholesalers..	125	133	147	133	134	131	118	145	144	170	162	139	1,681
Hardware, plumbing-heating goods wholesalers....	387	366	404	432	455	458	441	477	463	501	453	398	5,235
Hardware wholesalers.....	175	176	184	198	206	209	189	205	196	212	198	179	2,327
Plumbing, heating equipment, supplies distrib- utors.....	212	190	220	234	249	249	252	273	266	289	255	219	2,908
Lumber, construction materials distributors.....	540	560	636	669	743	725	692	756	664	750	624	511	7,870
Lumber, millwork wholesalers.....	337	338	361	373	410	398	392	433	363	402	327	279	4,413
Construction materials distributors.....	203	222	275	296	333	327	299	323	302	348	297	232	3,457
Machinery, equipment, supplies distributors.....	1,004	1,073	1,158	1,120	1,210	1,170	1,063	1,173	1,048	1,170	1,104	1,054	13,347
Industrial machinery, equipment, supplies distributors.....	506	541	574	523	569	522	493	546	483	566	564	548	6,435
Professional equipment, supplies distributors..	70	74	78	74	79	79	83	92	85	92	90	84	980
Service establishment supply houses.....	105	103	102	108	116	111	97	112	111	116	104	98	1,283
Metals, metalwork (except scrap) distributors....	438	437	442	460	483	483	430	421	399	495	447	428	5,363
Iron, steel and products distributors.....	276	282	303	312	325	325	306	287	274	346	306	269	3,611
Nonferrous metals distributors.....	162	155	139	148	158	158	125	133	125	149	141	159	1,752
Scrap, waste materials dealers.....	425	439	419	434	470	385	280	361	366	457	420	408	4,864
Iron, steel scrap dealers.....	267	275	261	267	304	248	167	231	238	306	291	283	3,138
Waste materials dealers.....	158	164	158	167	166	137	113	130	128	151	129	125	1,726
NONDURABLE GOODS, TOTAL.....	5,038	5,087	5,199	4,950	5,464	5,305	5,199	5,871	5,470	6,328	5,948	5,752	65,611
Grocery, confectionery, meat wholesalers.....	1,459	1,479	1,442	1,405	1,560	1,517	1,492	1,601	1,485	1,627	1,556	1,505	18,128
General-line grocery wholesalers.....	613	624	631	602	667	648	609	658	629	680	657	630	7,648
Specialty-line grocery wholesalers.....	561	583	537	528	587	588	585	620	553	606	578	571	6,897
Confectionery wholesalers.....	46	48	50	45	48	46	45	50	47	52	54	51	582
Meat, meat products wholesalers.....	239	224	224	230	258	235	253	273	256	289	267	253	3,001
Farm products (edible) distributors.....	354	361	384	393	451	469	465	416	345	376	397	409	4,820
Poultry, poultry products distributors.....	132	116	122	120	131	131	124	133	120	127	148	149	1,553
Fresh fruit, vegetable wholesalers.....	222	245	262	273	320	338	341	283	225	249	249	260	3,267
Beer, wine, distilled spirits wholesalers.....	385	406	459	454	532	520	532	565	482	572	606	657	6,170
Beer, ale distributors.....	151	152	166	177	220	229	265	270	197	199	182	198	2,406
Wine, distilled spirits wholesalers.....	234	254	293	277	312	291	267	295	285	373	424	459	3,764
Drugs, chemicals, allied products wholesalers....	322	299	316	316	342	319	317	350	341	390	362	315	3,989
Drug wholesalers (general and specialty lines).	204	191	196	189	202	192	201	224	221	246	237	202	2,505
Industrial chemicals, explosives wholesalers...	95	87	96	100	111	97	89	98	93	116	100	92	1,174
Paint, varnish wholesalers.....	23	21	24	27	29	30	27	28	27	28	25	21	310
Tobacco distributors.....	238	264	275	264	295	289	288	314	275	304	298	308	3,412
Dry goods, apparel wholesalers.....	464	505	496	448	450	450	420	576	524	594	520	419	5,866
Clothing, furnishings, footwear wholesalers....	149	172	176	144	154	137	159	238	206	228	201	146	2,110
Dry goods wholesalers (general and specialty lines).....	183	192	184	182	183	197	170	221	203	223	197	162	2,297
Paper, allied products wholesalers.....	293	286	306	294	313	299	291	332	309	347	331	296	3,697
Paper wholesalers.....	253	247	265	253	273	255	252	287	265	294	280	248	3,172
Amusement, sporting goods wholesalers.....	70	75	93	96	92	99	98	117	116	133	127	116	1,233
Coal wholesalers.....	110	103	87	87	87	99	91	120	118	130	125	117	1,274

Note: Merchant Wholesalers total and Group totals include data for some kinds of business not shown separately.

Table 1.--ESTIMATED MONTHLY SALES OF MERCHANT WHOLESALERS--UNITED STATES, BY KIND OF BUSINESS--Continued

JANUARY 1956 - JUNE 1957

(Sales in millions of dollars)

Kind of business	1957						6 months	
	Jan.	Feb.	Mar.	Apr.	May	June	1957	1956
MERCHANT WHOLESALERS, TOTAL.....	9,945	9,097	9,744	9,834	10,168	9,610	58,398	57,109
DURABLE GOODS, TOTAL.....	4,278	3,981	4,292	4,314	4,450	4,243	25,558	26,066
Automotive wholesalers.....	389	366	392	408	438	424	2,417	2,328
Automotive equipment, tire-tube wholesalers.....	321	298	319	334	362	359	1,993	1,864
Electrical, electronics, appliance distributors.....	665	609	613	588	623	614	3,712	3,696
Electrical apparatus, supplies distributors.....	301	291	293	297	308	315	1,805	1,818
Electrical appliances, TV, radio sets, electronic parts, distributors.....	364	318	320	291	315	299	1,907	1,878
Furniture, home furnishings wholesalers.....	189	189	205	212	200	193	1,188	1,179
Home furnishings, floor coverings wholesalers.....	127	128	140	144	135	131	805	803
Hardware, plumbing-heating goods wholesalers.....	398	365	405	420	443	435	2,466	2,502
Hardware wholesalers.....	184	173	191	196	205	196	1,145	1,148
Plumbing, heating equipment, supplies distributors.....	214	192	214	224	238	239	1,321	1,354
Lumber, construction materials distributors.....	496	476	551	609	659	628	3,419	3,873
Lumber, millwork wholesalers.....	295	259	307	330	343	329	1,863	2,217
Construction materials distributors.....	201	217	244	279	316	299	1,556	1,656
Machinery, equipment, supplies distributors.....	1,121	1,081	1,194	1,182	1,234	1,166	6,978	6,735
Industrial machinery, equipment, supplies distributors.....	590	547	593	540	560	512	3,342	3,235
Professional equipment, supplies distributors.....	78	77	83	85	85	84	492	454
Service establishment supply houses.....	113	110	113	112	122	116	686	645
Metals, metalwork (except scrap) distributors.....	478	430	459	452	448	404	2,671	2,743
Iron, steel and products distributors.....	317	287	312	317	311	275	1,819	1,823
Nonferrous metals distributors.....	161	143	147	135	137	129	852	920
Scrap, waste materials dealers.....	476	393	393	369	328	308	2,267	2,572
Iron, steel scrap dealers.....	326	266	263	236	199	193	1,483	1,622
Waste materials dealers.....	150	127	130	133	129	115	784	950
NONDURABLE GOODS, TOTAL.....	5,667	5,116	5,452	5,520	5,718	5,367	32,840	31,043
Grocery, confectionery, meat wholesalers.....	1,642	1,433	1,530	1,544	1,630	1,579	9,358	8,862
General-line grocery wholesalers.....	707	627	655	676	698	676	4,039	3,785
Specialty-line grocery wholesalers.....	611	521	566	557	591	591	3,437	3,384
Confectionery wholesalers.....	52	49	53	50	52	49	305	283
Meat, meat products wholesalers.....	272	236	256	261	289	263	1,577	1,410
Farm products (edible) distributors.....	357	341	352	394	429	418	2,291	2,412
Poultry, poultry products distributors.....	121	106	109	124	127	116	703	752
Fresh fruit, vegetable wholesalers.....	236	235	243	270	302	302	1,588	1,660
Beer, wine, distilled spirits wholesalers.....	408	425	468	472	551	520	2,844	2,756
Beer, ale distributors.....	158	158	172	193	227	234	1,142	1,095
Wine, distilled spirits wholesalers.....	250	267	296	279	324	286	1,702	1,661
Drugs, chemicals, applied products wholesalers.....	350	312	340	344	354	317	2,017	1,914
Drug wholesalers (general and specialty lines).....	224	199	213	208	214	196	1,254	1,174
Industrial chemicals, explosives wholesalers.....	103	92	102	108	110	93	608	586
Paint, varnish wholesalers.....	23	21	25	28	30	28	155	154
Tobacco distributors.....	271	266	280	285	307	297	1,706	1,625
Dry goods, apparel wholesalers.....	468	472	507	491	457	440	2,835	2,813
Clothing, furnishings, footwear wholesalers.....	145	160	184	182	156	136	963	932
Dry goods wholesalers (general and specialty lines).....	192	183	194	190	187	193	1,139	1,121
Paper, applied products wholesalers.....	313	294	310	302	312	291	1,822	1,791
Paper wholesalers.....	268	252	265	258	271	250	1,564	1,546
Amusement, sporting goods wholesalers.....	74	83	96	99	101	104	557	525
Coal wholesalers.....	120	102	106	105	103	109	645	573

Note: Merchant Wholesalers total and Group totals include data for some kinds of business not shown separately.

Table 1A.--SAMPLING VARIABILITY--MONTHLY ESTIMATES OF SALES OF MERCHANT WHOLESALERS, BY KIND OF BUSINESS

Kind of business	Sampling error of monthly dollar value of sales				Sampling error of the ratio of sales in two consecutive months	Kind of business	Sampling error of monthly dollar value of sales				Sampling error of the ratio of sales in two consecutive months		
	Feb. 1957	Mar. 1957	Apr. 1957	May 1957			March 1957 from February 1957	Feb. 1957	Mar. 1957	Apr. 1957		May 1957	March 1957 from February 1957
	(percent)						(percent)	(percent)				(percent)	
MERCHANT WHOLESALERS, TOTAL.....	0.6	0.7	0.4	0.5	0.5	NONDURABLE GOODS, TOTAL.....	0.9	0.8	0.7	0.9	0.7		
DURABLE GOODS, TOTAL.....	1.1	1.4	1.0	0.9	0.7	Grocery, confectionery, meat.....	2	2	1	2	2		
Automotive.....	3	3	3	3	2	General-line grocery.....	2	2	2	2	2		
Automotive equipment, tire-tube....	3	3	4	3	2	Specialty-line grocery.....	4	4	4	4	3		
Electrical, electronics, appliances..	2	2	2	2	1	Confectionery.....	4	3	3	3	2		
Electrical apparatus, supplies.....	2	2	2	3	2	Meat, meat products.....	4	5	4	4	3		
Electrical appliances, TV, radio sets, electronic parts.....	2	4	4	3	2	Farm products (edible).....	3	3	3	3	2		
Furniture, home furnishings.....	3	3	4	4	2	Poultry, poultry products.....	5	3	4	5	2		
Home furnishings, floor coverings..	4	4	4	4	2	Fresh fruit, vegetables.....	5	4	4	3	2		
Hardware, plumbing-heating goods....	2	3	3	3	2	Beer, wine, distilled spirits.....	2	2	2	2	2		
Hardware.....	2	3	3	3	2	Beer, ale.....	4	3	4	3	2		
Plumbing, heating equipment, supplies.....	3	4	4	4	2	Wine, distilled spirits.....	3	3	3	2	2		
Lumber, construction materials.....	3	3	3	2	2	Drugs, chemicals, allied products...	2	2	2	2	1		
Lumber, millwork.....	5	6	6	5	3	Drugs (general and specialty lines)	2	2	2	2	2		
Construction materials.....	3	3	3	4	2	Industrial chemicals, explosives..	5	4	5	4	2		
Machinery, equipment, supplies.....	2	3	2	2	2	Paint, varnish.....	4	4	3	3	3		
Industrial machinery, equipment, supplies.....	3	5	4	4	3	Tobacco.....	2	3	2	2	1		
Professional equipment, supplies...	3	3	4	3	2	Dry goods, apparel.....	3	3	3	3	2		
Service establishment supply houses	5	3	4	4	3	Clothing, furnishings, footwear...	5	5	5	5	3		
Metals, metalwork (except scrap)....	2	3	3	3	3	Dry goods (general and specialty-lines).....	6	6	6	5	3		
Iron, steel and products.....	3	5	4	4	4	Paper, allied products.....	3	2	2	2	1		
Nonferrous metals.....	3	3	2	4	1	Paper.....	3	2	2	2	1		
Scrap, waste materials.....	2	2	3	3	2	Amusement, sporting goods.....	6	4	4	4	4		
Iron, steel scrap.....	3	3	4	4	3	Coal wholesalers.....	5	6	6	6	2		
Waste materials.....	4	4	6	6	3								

Note: The above table provides approximate measures of the sampling variability of the dollar volume estimates of sales and of the ratio between sales for the two consecutive months specified. The ratio between sales for two consecutive months generally has a smaller sampling error than the level estimates in those months. These sampling errors are themselves subject to sampling variability and thus should be regarded as giving a general rather than exact idea of the variability due to sampling. Differences from month to month may be due to this error in the estimates of sampling error. Differences may also result from seasonal or cyclical fluctuation in the sales of individual firms (see page 2, for statement on nonsampling errors).

The sampling errors shown above can be converted to a range by the following computation: Multiply the sampling error by the estimate (whether it is a dollar volume estimate or a ratio). Add and subtract the resulting product from the published estimate. The resulting range is expected to include the "expected value" (that is, the value which could be obtained from a complete enumeration) about two out of three times. Doubling the sampling error and repeating the above process will give a range which will include the "expected value" about 19 out of 20 times.

To illustrate the computation of these ranges for monthly dollar volume estimates, consider the estimate made for all durable goods in March 1957. The published estimate is \$4,292 million while the sampling error shown for this month is 1.4 percent (or .014). Multiplying \$4,292 million by .014, we obtain \$60 million. Thus, the chances are two out of three that the "expected value" of the estimate is between \$4,232 and \$4,352 million. Doubling the given sampling error gives us the limits, \$4,172 to \$4,412 million, which will contain the "expected value" 19 out of 20 times.

As an example of the use of these sampling error data with ratios, consider the ratio of change from February 1957 to March 1957 for all durable goods. This ratio of change, obtained by dividing \$4,292 million by \$3,981 million, is 1.08 (it can also be expressed as an 8% increase). The sampling error of this statistic is 0.7 percent (.007). Multiplying 1.08 by .007, we obtain .008 as the standard error of the ratio. There is a probability of two out of three that the "expected ratio" is contained in the range 1.07 to 1.09 while there is a probability of 19 out of 20 that the "expected ratio" is contained in the range 1.06 to 1.10.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS

JUNE 1957

Kind of business	Sales			Inventory, end-of-month (at cost)		Stock-sale ratios		
	Percent change					(percent)		
	June 1957 from--		6 mo. 1957 from 6 mo. 1956	Percent change, June 1957 from--		June 1957	June 1956	May 1957
	June 1956	May 1957		June 1956	May 1957			
MERCHANT WHOLESALERS, TOTAL.....	-3	-5	+2	+6	-1	132	120	126
DURABLE GOODS, TOTAL.....	-8	-5	-2	+7	0	174	150	165
Automotive wholesalers.....	-2	-3	+4	+3	+1	200	186	188
Motor-vehicle distributors.....	-22	-14	-9	+7	0	148	112	127
Automotive equipment, tire-tube wholesalers.....	+2	-1	+7	+2	+1	210	203	200
Electrical, electronics, appliance distributors.....	-8	-1	0	+6	-2	179	150	180
Electrical apparatus, supplies distributors.....	-10	+2	-1	+7	-3	161	134	171
Electrical appliances, TV, radio sets, electronic parts, distributors.....	-6	-5	+2	+4	-2	204	171	190
Furniture, home furnishings wholesalers.....	-2	-3	+1	+3	+1	203	197	188
Furniture wholesalers.....	-7	-6	+1	+4	-2	171	163	153
Home furnishings, floor coverings wholesalers.....	0	-3	0	+2	+2	214	210	200
Hardware, plumbing-heating goods wholesalers.....	-5	-2	-1	-1	+1	217	206	210
Hardware wholesalers.....	-6	-4	0	0	0	236	221	227
Plumbing, heating equipment, supplies distributors.....	-4	0	-2	-2	+2	197	190	191
Lumber, construction materials distributors.....	-13	-5	-12	+2	+1	117	102	106
Lumber, millwork wholesalers.....	-17	-4	-16	+2	+2	148	124	134
Construction materials distributors.....	-9	-5	-6	+2	0	88	80	80
Machinery, equipment, supplies distributors.....	0	-6	+4	+9	-1	176	158	166
Air conditioning, commercial refrigeration equipment, distributors.....	-6	+15	-1	+8	-7	133	121	171
Commercial machines, equipment distributors.....	+6	+1	+7	+7	0	138	143	141
Industrial machinery, equipment, supplies distributors.....	-2	-9	+3	+13	0	165	141	148
Professional equipment, supplies distributors.....	+7	-1	+8	+8	+1	188	184	179
Surgical, medical, hospital supply houses.....	+14	+3	+9	+4	-1	130	140	127
Service establishment supply houses.....	+5	-5	+6	+3	+2	137	137	123
Metals, metalwork (except scrap) distributors.....	-16	-10	-3	+21	+1	216	155	194
Iron, steel and products distributors.....	-15	-12	0	+23	+1	249	179	224
Nonferrous metals distributors.....	-18	-6	-7	+14	0	107	80	95
Scrap, waste materials dealers.....	-20	-6	-12	+17	+4	51	35	50
Iron, steel scrap dealers.....	-22	-3	-9	+31	+6	48	28	49
Waste materials dealers.....	-16	-11	-17	+2	+1	56	48	52
Jewelry wholesalers.....	+3	-6	0	+1	0	310	318	306
NONDURABLE GOODS, TOTAL.....	+1	-6	+6	+4	-2	96	92	92
Grocery, confectionery, meat wholesalers.....	+4	-3	+6	-1	0	74	77	73
General-line grocery wholesalers.....	+4	-3	+7	-1	-2	95	100	95
Voluntary groups.....	+3	-1	+6	-5	-3	88	96	91
Retailer-cooperative.....	+9	-1	+12	+2	-3	77	82	76
Nonaffiliated.....	+2	-2	+4	+1	-1	110	112	110
Specialty-line grocery wholesalers.....	+1	0	+2	-2	+2	81	79	79
Confectionery wholesalers.....	+8	-6	+8	+8	+2	83	85	82
Meat, meat products wholesalers.....	+12	-9	+12	+13	+8	18	18	15
Farm products (edible) distributors.....	-11	-3	-5	-5	+1	23	22	22
Poultry, poultry products distributors.....	-12	-9	-7	-5	+2	34	30	30
Fresh fruit, vegetable wholesalers.....	-11	0	-4	-5	0	19	19	19
Beer, wine, distilled spirits wholesalers.....	0	-6	+3	+12	+6	115	102	104
Beer, ale distributors.....	+2	+3	+4	+7	+5	61	58	60
Wine, distilled spirits wholesalers.....	-2	-12	+2	+13	+6	162	139	136
Drugs, chemicals, allied products wholesalers.....	-1	-10	+5	+6	0	153	145	139
Drug wholesalers (general and specialty lines).....	+2	-8	+7	+6	0	173	166	154
Industrial chemicals, explosives wholesalers.....	-4	-15	+4	+7	-1	103	96	96
Paint, varnish wholesalers.....	-7	-7	+1	+5	0	152	143	146
Tobacco distributors.....	+3	-3	+5	+2	0	57	57	53
Dry goods, apparel wholesalers.....	-2	-4	+1	-6	+1	221	227	205
Clothing, furnishings, footwear wholesalers.....	-1	-13	+3	-4	-1	236	256	209
Dry goods wholesalers (general and specialty lines).....	-2	+3	+2	-7	+4	203	204	197
Piece goods converters.....	-4	-3	-4	-9	0	228	220	211
Paper, allied products wholesalers.....	-3	-7	+2	0	+1	122	118	112
Paper wholesalers.....	-2	-8	+1	-1	+1	116	116	105
Stationery, wallpaper wholesalers.....	-7	-5	+5	+5	0	178	160	180
Farm products (raw materials) merchants.....	+11	-11	+23	+14	-19	96	84	103
Other nondurable goods wholesalers.....	-0	-8	+6	+15	+2	100	87	91
Amusement, sporting goods wholesalers.....	+5	+3	+6	+10	+1	185	167	201
Book, magazine, newspaper wholesalers.....	+11	+4	+10	+26	+2	141	117	139
Coal wholesalers.....	+10	+6	+13	+22	+22	74	63	63
Farm supplies wholesalers.....	-2	-28	+5	+6	-5	105	102	82

Table 3.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS

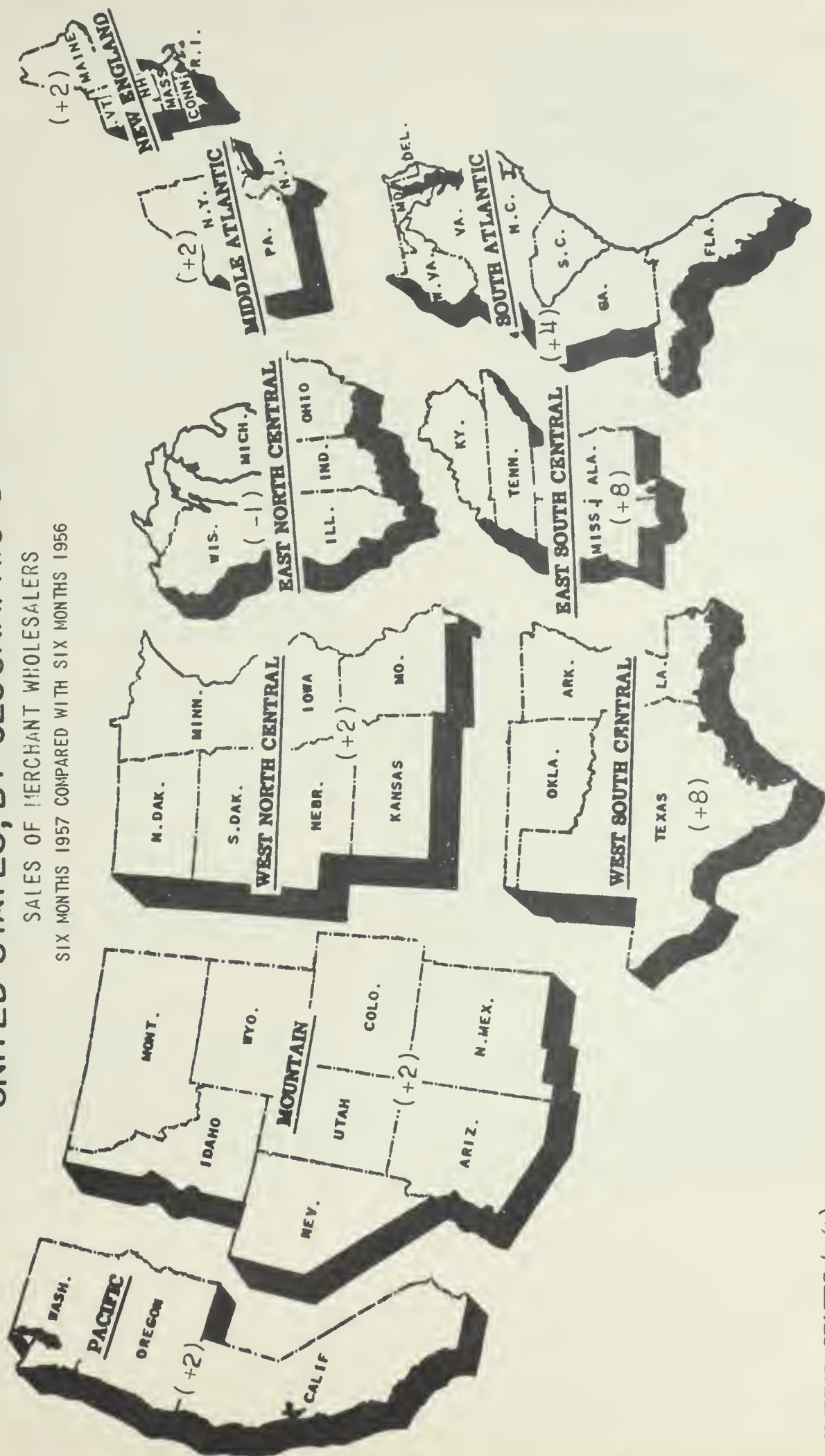
JUNE 1957

Kind of business and geographic division (See map page 9)	Sales			Inventory, end-of-month		Stock-sales ratios		
	Percent change			(at cost)		(percent)		
	June 1957 from--		6 mo. 1957 from 6 mo. 1956	Percent change, June 1957 from--		June 1957	June 1956	May 1957
	June 1956	May 1957		June 1956	May 1957			
MERCHANT WHOLESALERS, TOTAL.....	-3	-5	+2	+6	-1	132	120	126
New England.....	+2	-5	+2	+8	-1	125	117	121
Middle Atlantic.....	-3	-4	+2	+4	+1	117	106	109
East North Central.....	-7	-3	-1	+7	+1	127	110	120
West North Central.....	-5	-6	+2	+2	-1	137	129	126
South Atlantic.....	0	-7	+4	+6	-3	145	137	135
East South Central.....	+1	-9	+8	+12	-1	162	145	148
West South Central.....	+2	-4	+8	+7	-4	146	137	146
Mountain.....	+1	+3	+2	+5	-2	149	145	158
Pacific.....	-6	-4	+2	+5	-1	136	125	131
Automotive equipment, tire-tube wholesalers.....	+2	-1	+7	+2	+1	210	203	200
New England.....	-5	-5	+9	+8	+4	272	239	247
Middle Atlantic.....	+5	-3	+9	+8	+5	197	175	184
East North Central.....	-5	-7	+7	+4	0	216	197	197
West North Central.....	-1	+5	+9	-1	-1	288	290	293
South Atlantic.....	+4	-2	+5	-1	0	180	194	179
East South Central.....	+2	-4	+9	+5	+2	228	217	206
West South Central.....	0	0	+3	-3	+2	199	192	196
Pacific.....	+6	+4	+2	-1	0	185	202	185
Electrical apparatus, supplies distributors.....	-10	+2	-1	+7	-3	161	134	171
New England.....	-5	+7	-10	+5	-5	164	144	187
Middle Atlantic.....	-3	+13	+1	+23	-5	129	104	156
East North Central.....	-19	+2	-7	+7	-3	140	105	146
West North Central.....	-16	0	+1	+16	-1	228	165	230
South Atlantic.....	-5	+7	-2	0	-4	169	159	190
East South Central.....	-7	-2	+2	+5	+1	186	165	181
West South Central.....	-9	-4	0	+13	+2	191	152	176
Mountain.....	-7	+2	+7	+21	+2	167	129	168
Pacific.....	-8	-3	+4	-5	-7	160	156	166
Elect. appliances, TV, radio sets, electronic parts distributors...	-6	-5	+2	+4	-2	204	171	190
New England.....	+2	-4	+9	+22	0	152	122	160
Middle Atlantic.....	-7	-2	-1	+3	-9	176	150	178
East North Central.....	-6	-5	+1	+6	-1	242	194	213
West North Central.....	-21	-1	-11	+2	+2	247	182	223
South Atlantic.....	-1	-4	+7	+11	+2	226	196	205
East South Central.....	-8	-5	-4	+1	+1	240	207	219
West South Central.....	-16	-4	-9	-9	-4	188	179	181
Pacific.....	+1	-3	+8	+17	+2	187	149	176
Furniture, home furnishings wholesalers.....	-2	-3	+1	+3	+1	203	197	188
New England.....	0	-2	-1	-2	-3	169	189	175
Middle Atlantic.....	-7	-9	+1	+2	+5	230	211	193
East North Central.....	-1	-3	+3	+5	-6	143	145	145
West North Central.....	+13	-6	+2	+7	-4	225	249	230
South Atlantic.....	-5	-1	+1	+11	-4	245	213	225
South Central.....	-11	+5	-5	+5	-1	250	224	241
Pacific.....	-1	+1	0	-2	+1	210	211	182
Hardware wholesalers.....	-6	-4	0	0	0	236	221	227
Middle Atlantic.....	-6	-7	-3	0	+1	184	166	163
East North Central.....	-17	-5	0	-2	0	246	211	235
West North Central.....	-10	-8	+1	+1	-3	255	222	241
South Atlantic.....	-3	-11	+1	+5	-2	280	255	248
East South Central.....	-8	-14	-4	-9	+4	261	261	215
West South Central.....	-8	-5	-6	+5	-1	303	260	293
Mountain.....	-2	+8	-7	-12	-2	271	301	332
Pacific.....	-11	-9	+1	+6	0	256	232	246
Plumbing, heating equipment, supplies distributors.....	-4	0	-2	-2	+2	197	190	191
New England.....	-7	-4	-5	+4	+4	197	192	177
Middle Atlantic.....	-1	+5	-2	0	+2	230	224	240
East North Central.....	-6	+5	-3	-7	0	166	167	169
West North Central.....	-21	-3	-3	0	+1	237	186	221
South Atlantic.....	+2	-4	+3	0	+2	172	177	150
South Central.....	-13	-5	-2	-3	+6	239	208	219
Mountain.....	-3	+8	-7	-8	-2	149	164	165
Pacific.....	+3	+5	-4	-2	-3	214	211	218
Lumber, construction materials distributors.....	-13	-5	-12	+2	+1	117	102	106
New England.....	-6	+1	-8	+17	+16	93	83	89
Middle Atlantic.....	-15	-16	-10	+3	-3	121	101	106
East North Central.....	-21	-5	-16	+8	+5	119	89	107
West North Central.....	-5	+7	-11	+1	-1	176	172	173
South Atlantic.....	-4	-10	-5	-5	-2	129	134	108
South Central.....	-1	-12	-5	-3	0	137	132	122
Pacific.....	-16	-6	-18	-6	-3	70	70	70

UNITED STATES, BY GEOGRAPHIC DIVISION

SALES OF MERCHANT WHOLESALERS

SIX MONTHS 1957 COMPARED WITH SIX MONTHS 1956



UNITED STATES (+2)

Table 3.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS--Continued

Kind of business and geographic division (see map page 9)	Sales			Inventory, end-of-month (at cost)		Stock-sales ratios (percent)		
	Percent change							
	June 1957 from--		6 mo. 1957 from 6 mo. 1956	Percent change, June 1957 from--		June 1957	June 1956	May 1957
	June 1956	May 1957		June 1956	May 1957			
Industrial machinery, equipment supplies distributors.....	-2	-9	+3	+13	0	165	141	148
New England.....	-8	-21	+5	+26	+3	117	89	93
Middle Atlantic.....	+24	-13	+10	+26	+2	177	179	114
East North Central.....	0	+3	0	+4	-2	149	129	145
West North Central.....	-30	+2	-8	0	-7	138	94	128
South Atlantic.....	-12	-5	+9	0	-4	160	140	151
South Central.....	+3	-4	+5	+15	0	168	157	165
Mountain.....	+11	+7	+1	+25	-2	(X)	(X)	(X)
Pacific.....	-17	-16	-3	+20	+5	193	143	168
General-line grocery wholesalers.....	+4	-3	+7	-1	-2	95	100	95
New England.....	0	-1	+8	(X)	(X)	(X)	(X)	(X)
Middle Atlantic.....	-3	-1	+3	-8	-5	112	117	115
East North Central.....	+8	+1	+5	+2	-1	77	83	80
West North Central.....	+2	+1	+4	+1	-3	100	102	103
South Atlantic.....	+2	-3	+5	-7	+2	88	100	86
East South Central.....	+3	-9	+6	+5	-3	127	121	118
West South Central.....	+13	-3	+8	+7	-4	85	90	86
Mountain.....	-1	-3	+6	-17	-8	75	88	80
Pacific.....	+13	+3	+13	+5	+4	89	92	82
Specialty-line grocery wholesalers.....	+1	0	+2	-2	+2	81	79	79
New England.....	+11	+11	+1	+11	+7	44	43	43
Middle Atlantic.....	+2	+13	-1	0	+11	79	76	73
East North Central.....	-7	-3	+2	-1	0	73	70	70
West North Central.....	+1	+4	-1	-4	-4	94	97	109
South Atlantic.....	+2	-8	+2	+5	-3	109	115	99
South Central.....	+2	-1	+15	-17	-14	82	97	86
Pacific.....	-7	-1	0	-10	-2	81	80	86
Fresh fruit, vegetable wholesalers.....	-11	0	-4	-5	0	19	19	19
New England.....	-10	+3	+1	+11	+11	13	10	11
Middle Atlantic.....	-7	+1	-2	-1	-5	8	9	9
East North Central.....	-9	+10	-2	-3	-3	13	11	15
West North Central.....	-25	+1	-11	-1	+9	39	29	35
South Atlantic.....	-8	-12	-2	+1	+1	32	29	25
South Central.....	-6	-6	-3	-14	-13	22	27	24
Pacific.....	-5	+4	-3	-20	+3	21	26	19
Drug wholesalers (general and specialty-lines).....	+2	-8	+7	+6	0	173	166	154
New England.....	+3	-5	+7	+7	0	149	147	145
Middle Atlantic.....	-2	-15	+5	-1	-4	137	132	115
East North Central.....	-1	-12	+6	+8	+3	172	156	149
West North Central.....	+3	-4	+7	+3	+2	194	194	183
South Atlantic.....	+3	-12	+7	+7	0	191	177	169
East South Central.....	+6	-9	+7	+7	+2	201	197	176
West South Central.....	+5	-13	+8	+12	0	197	200	177
Mountain.....	-1	-7	+7	+7	-3	203	188	193
Pacific.....	+11	-3	+10	+1	+2	145	163	139
Tobacco distributors.....	+3	-3	+5	+2	0	57	57	53
New England.....	+2	0	+5	(X)	(X)	(X)	(X)	(X)
Middle Atlantic.....	+4	-3	+6	+2	-2	47	46	43
East North Central.....	+2	-5	+5	-1	0	58	59	55
West North Central.....	0	-4	+1	0	-1	67	67	62
South Atlantic.....	-1	-8	+5	+1	0	65	65	60
South Central.....	+6	-6	+3	-3	0	55	60	52
Pacific.....	+5	-7	+7	(X)	(X)	(X)	(X)	(X)
Dry goods, apparel wholesalers.....	-2	-4	+1	-6	+1	221	227	205
New England.....	-15	-20	0	-8	0	177	168	145
Middle Atlantic.....	-2	-1	0	-8	0	209	215	201
East North Central.....	+5	-11	+3	+8	+1	254	228	201
West North Central.....	-10	-9	-3	-4	+3	346	326	283
South Atlantic.....	-6	-17	-4	+7	+11	370	347	307
South Central.....	+8	-11	-3	-18	0	247	319	219
Pacific.....	+1	+4	+4	-9	0	126	134	130

X Insufficient data to show separately.

All kinds of business in which merchant wholesalers operate are represented in this survey. The kinds of business shown in this report parallel broad classifications used in the 1954 Census of Business covering wholesale trade. Each establishment in this survey has been assigned a kind-of-business classification based upon its trade designation and an analysis of its annual 1954 sales by commodity lines as reported in the 1954 Census of Business. A description of each kind-of-business classification in this report is given below.

DURABLE GOODS

Automotive wholesalers

Motor-vehicle distributors.--Merchant wholesale establishments primarily engaged in selling new and used passenger automobiles and similar motor vehicles, road-type trucks, truck-tractors, busses, trailers, and semitrailers to dealers or to fleet operators, industrial accounts, and to commercial users. Dealers in road-type trucks, truck-tractors, and truck-trailers are included here on the basis of kind-of-goods sold.

Automotive equipment, tire-tube wholesalers.--Merchant wholesale establishments--frequently referred to as jobbers in this trade--primarily engaged in selling automotive equipment, accessories, parts, tires, tubes and garage equipment and tools.

Electrical, electronics, appliance distributors

Electrical apparatus, supplies wholesalers.--Merchant wholesale establishments selling a general line of electrical goods such as electrical equipment and apparatus; wiring supplies and construction materials; lighting fixtures and lamps; radio and television sets and accessories; electric refrigerators and other electrical appliances and specialties; and electronic parts and equipment; and those primarily engaged in selling such electrical equipment and apparatus; wiring supplies and construction materials, and lighting fixtures and lamps, as conduits and fittings, interior wires and cables, wiring devices, safety switches, poles, crossarms, pole-line hardware, outside wires and cables, residential, commercial, and industrial lighting fixtures, and incandescent and fluorescent lamps. Establishments specializing in the sale of electrical prime movers and other electrical power equipment for the generation, transmission, or utilization of electric energy are also included.

Electrical appliances, TV, radio sets, electronic parts distributors.--Merchant wholesale establishments primarily engaged in selling such electrical appliances and specialties as radio and television sets, dish washers, electric refrigerators, electric ranges, washing machines, ironers, radio and television parts and accessories, home freezers, sewing machines, hot water heaters, electric irons, percolators, clocks, hotplates, vacuum cleaners, etc., and electronic tubes, electronic replacement parts and accessories, and transmission and sound equipment.

Furniture, home furnishings wholesalers

Furniture wholesalers.--Merchant wholesale establishments primarily engaged in selling home or office furniture--wooden, metal or other.

Home furnishings, floor coverings wholesalers.--Merchant wholesale establishments primarily engaged in selling household china, glassware, and earthenware; floor coverings (carpets, rugs, linoleums, etc.); antique home furnishings; and miscellaneous home furnishings such as brooms, brushes, curtains, draperies, pictures and picture frames, window shades, kitchen utensils, phonograph records, and musical instruments.

Hardware, plumbing, heating goods wholesalers

Hardware wholesalers.--Merchant wholesale establishments selling a general line of merchandise sufficiently broad to service retail hardware stores and the hardware departments of other outlets--general-line hardware wholesalers; and establishments primarily engaged in selling builders hardware, heavy hardware, shelf or light hardware, and hardware specialties such as tools, cutlery, bolts, nuts, rivets, screws, padlocks, keys, and the like--specialty-line hardware wholesalers.

Plumbing, heating equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling plumbing and heating equipment and supplies such as plumbing fixtures, including sanitary ware; steam and hot water heating boilers, radiators, parts, and fittings; stoves, ranges, furnaces, and other types of heating apparatus (except electric); oil burners; gas appliances and supplies; plumbing pipe, valves, and fittings; and plumbers brass goods.

Lumber, construction materials distributors

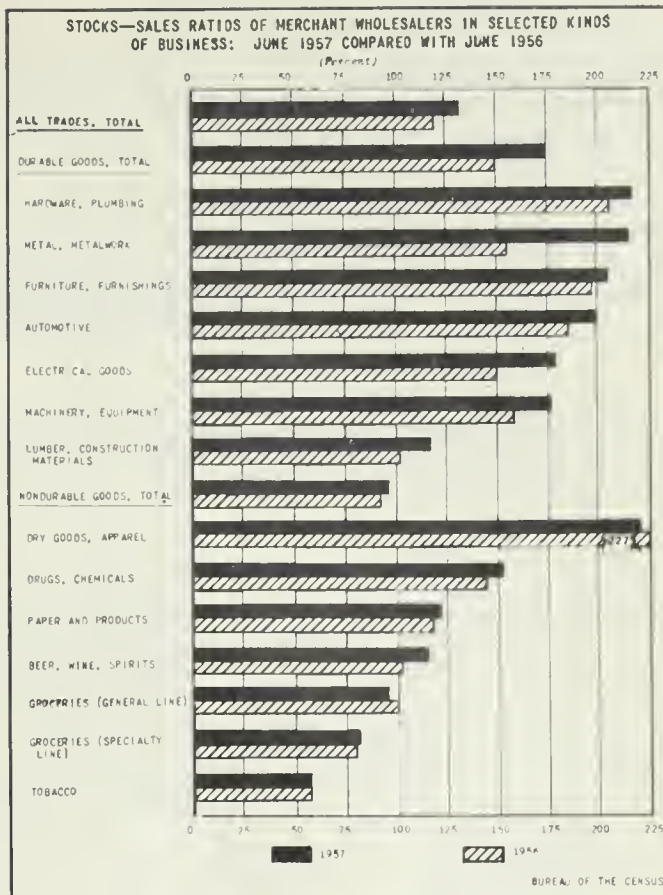
Lumber, millwork wholesalers.--Merchant wholesale establishments primarily engaged in selling lumber and millwork such as rough, dressed, and finished lumber; sheathing, siding, flooring, shingles, plywood, veneers, doors, sashes, frames, interior woodwork and trim.

Construction materials distributors.--Merchant wholesale establishments primarily engaged in selling such construction materials as brick, tile, and terra cotta; cement, lime, and plaster; building glass; sand, gravel, and crushed stone, ready-mixed concrete; roofing, siding and insulation; and stone, slate, concrete products, and building board.

Machinery, equipment, supplies distributors

Air conditioning, commercial refrigeration equipment distributors.--Merchant wholesale establishments primarily engaged in selling commercial refrigeration equipment (including electric) such as refrigerators, display cases, freezers, dispensers, water coolers, food locker equipment; and those selling air conditioning and ventilating equipment and supplies, including fans, blowers, and accessories. Establishments specializing in the sale of commercial refrigeration components and accessories are also included in this classification.

Commercial machines, equipment distributors.--Merchant wholesale establishments primarily engaged in selling office machines and equipment (except furniture) such as adding machines, typewriters, addressing, duplicating, sealing, computing, stapling, accounting, and statistical machines; restaurant and hotel equipment such as coffee urns, steam tables, china, glassware, silverware, linens, and related items; store machines and fixtures such as display fixtures, show racks, pricing equipment, cash registers, scales, meat slicers and grinders, coffee grinders, etc.; and such related equipment as florists' supplies, theater supplies and equipment, and parking meters. Establishments primarily engaged in selling to users are included, as well as those selling to dealers.



Machinery, equipment, supplies distributors--continued

Industrial machinery, equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling machinery, equipment, and supplies to manufacturing and mining concerns. Included here are establishments selling industrial machinery; industrial belting, hose, and packing; machine tools, mine and mill supplies; oil well and oil refining supplies; printing machinery and supplies; industrial rope, cordage, and twine; industrial materials, handling equipment; power transmission equipment; and machinery and equipment for such industries as food products, woodworking, shoe manufacturing, tanning, textile, and paper and pulp.

Professional equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling dental supplies (chairs, sterilizers, cabinets, instruments, dental gold and alloys, waxes, teeth, and the like); religious supplies (church goods and religious articles such as statuary, vestments, fonts, candles, religious pictures, calendars, literature, etc.); school equipment and supplies (desks, blackboards, chalk, rulers, wall and globe maps, etc.); optical goods; surgical, medical, hospital supplies, and equipment; artists' supplies; engineering instruments and supplies; and supplies for other professions.

Surgical, medical, hospital supply houses.--Merchant wholesale establishments primarily engaged in selling surgical and medical instruments; doctors' apparatus and equipment; orthopedic appliances; artificial limbs; operating room and other hospital equipment; X-ray machines and accessories and other scientific instruments used by physicians and in hospitals.

Service establishment, supply houses.--Merchant wholesale establishments primarily engaged in selling barber and beauty supplies; laundry, dry cleaning equipment, supplies (washing, drying, ironing, and pressing machines; laundry soaps and chemicals; dry cleaning fluids, marking equipment, etc.); shoe service supplies and equipment; undertakers' supplies (caskets, burial vaults, burial equipment); embalming chemicals and preparations, and other morticians and funeral equipment; upholsterers' supplies (fabrics, leather and fillings, and other types of supplies used in the upholstery trade); and miscellaneous service equipment, such as janitors' supplies, furriers' supplies, bootblack's supplies, and hat cleaners' supplies.

Other machinery, equipment supplies distributors (not shown separately in accompanying table).--Merchant wholesale establishments primarily engaged in selling (a) transportation equipment such as aircraft and aeronautical equipment, supplies; railroad equipment, supplies; marine equipment, supplies; and other transportation equipment and supplies; (b) construction machinery, equipment such as road building machinery, excavating and dredging machinery, derricks, cranes, hoists, and winches; and related construction equipment as pneumatic hammers, concrete construction clamps and forms, scaffolding, chutes, and wheelbarrows--but not construction materials, and (c) farm-garden machinery, equipment (including tractors) used in the preparation and maintenance of the soil, the planting and harvesting of crops, and other operations and processes pertaining to agriculture; dairy machinery and equipment, such as milking machines and cream separators; poultry equipment, such as incubators, brooders, and feeders and irrigation equipment.

Metals, metalwork (except scrap) distributors

Iron, steel, and products distributors.--Merchant wholesale establishments usually referred to as steel warehouses--primarily engaged in selling iron and steel products such as semifinished forms and shapes, plates, sheets, strips, bars, structural shapes, piling, nails, tubular products, wire products, forgings and castings. Steel warehouses of firms operating steelworks and rolling mills are also included here.

Nonferrous metals distributors.--Merchant wholesale establishments primarily engaged in selling nonferrous metals and metalwork such as aluminum, copper, tin, brass, lead, and zinc.

Scrap, waste materials dealers

Iron, steel scrap dealers.--Merchant wholesale establishments primarily engaged in assembling, breaking up, sorting, and selling all forms of iron and steel scrap.

Waste materials dealers.--Merchant wholesale establishments primarily engaged in assembling, sorting, and selling such waste materials as nonferrous scrap metals, waste paper, rags, wiping cloths, textile wastes, scrap rubber, and other waste and salvage materials. Scrap iron and steel may be handled as secondary lines.

Jewelry wholesalers

Jewelry wholesalers.--Merchant wholesale establishments primarily engaged in selling a general or specialty line of jewelry such as clocks and watches; precious stones and metals; watch materials, jewelers supplies; costume jewelry; and miscellaneous items such as silverware, plated ware, medals, trophies, semiprecious stones, and insignia.

NONDURABLE GOODS

Grocery, confectionery, meat wholesalers

General-line grocery wholesalers.--Merchant wholesale establishments handling a general line of dry groceries and processed foods usually sold in retail grocery stores, such as canned foods, flour, sugar, coffee, tea and spices, as well as such nonfood items as household chemicals, soaps and detergents, paper products, brooms, brushes, etc. Voluntary group wholesalers, retailer-cooperative warehouses, and cash-and-carry depots are included, as well as nonaffiliated general-line grocery wholesalers.

Specialty-line grocery wholesalers.--This classification includes two general types of merchant wholesale establishments: Those handling a combination of grocery items, no one item predominating, but not a sufficiently broad line of commodities to be classified as "general line"; and those primarily engaged in selling specialized lines of groceries and related products, such as canned foods; coffee, tea, and spices; dairy products; dried fruits and nuts; frosted and frozen foods; fish and seafood; bakery products; packaged breakfast cereals; flour; cooking oils and shortening; and soft drinks.

Confectionery wholesalers.--Merchant wholesale establishments primarily engaged in selling candy, chewing gum, popcorn, potato chips, salted nuts, fountain fruits and syrups, and related items. Cigars, cigarettes, and other products are also frequently handled as secondary lines.

Meat, meat products wholesalers.--Merchant wholesale establishments primarily engaged in selling fresh, frozen, cured or processed (but not canned) meats, lard, and other edible meat products. Secondary lines such as butter, cheese, eggs, dressed poultry, vegetable shortening, and canned meats are frequently handled.

Farm products (edible) distributors

Poultry, poultry products distributors.--Merchant wholesale establishments primarily engaged in selling live or dressed poultry, eggs, and related products. Establishments primarily engaged in dressing poultry are considered manufacturers.

Fresh fruit, vegetable wholesalers.--Merchant wholesale establishments primarily engaged in selling fresh fruits, vegetables, berries, melons, and related items.

Beer, wine, distilled spirits wholesalers

Beer, ale distributors.--Merchant wholesale establishments primarily engaged in selling beer, ale, porter, stout and other fermented malt liquors. Soft drinks, confectionery, tobacco, wines, and spirits are frequently handled as secondary lines.

Wine, distilled spirits wholesalers.--Merchant wholesale establishments primarily engaged in selling wines, whiskey, gin, rum, brandy, and other spirits, including neutral spirits and ethyl alcohol used in blending. Merchants who bottle and sell wines and distilled spirits manufactured in bulk by others, liquor departments of drug wholesalers, and State-operated wholesale outlets are included. State depots primarily engaged in supplying State liquor stores, however, are not included in wholesale trade.

Drugs, chemicals, allied products wholesalersDrug wholesalers (general and specialty lines)

General-line drug wholesalers (not shown separately).--Merchant wholesale establishments engaged in selling a full line of drugs, pharmaceuticals, proprietary medicines, druggists rubber goods, cosmetics, toiletries, drug sundries, and related merchandise. Cooperatives and voluntary group wholesalers handling a full line of drugs are also included in this classification. Liquor departments of drug wholesalers, however, are included with "wines and distilled spirits wholesalers."

Specialty-line drug wholesalers (not shown separately).--Merchant wholesale establishments primarily engaged in selling proprietary medicines, toilet preparations, and articles such as drugs, perfumes, cosmetics, powders, shaving preparations, toilet soap, dentifrices, combs, brushes, mirrors, medical glass, bandages, rubber goods, and antiseptics.

Drugs, chemicals, allied products wholesalers--Continued

Industrial chemicals, explosives wholesalers.--Merchant wholesale establishments primarily engaged in selling such industrial and heavy chemicals as coal-tar chemicals, plastics, compressed and liquefied gases (except LP gas), acids, ammonia, soda, industrial alcohols, explosives, dyestuffs, naval stores, etc. Concerns primarily engaged in selling pyrotechnics and ammunition for small arms are included in "Amusement and sporting goods wholesalers."

Paint, varnish wholesalers.--Merchant wholesale establishments primarily engaged in selling paints, varnishes, lacquers, enamels, calcimines, shellac, and stains. Glass, wallpaper, painters supplies, oils, chemicals, and related products are frequently handled as secondary lines.

Tobacco distributors

Tobacco distributors.--Merchant wholesale establishments primarily engaged in selling manufactured tobacco products such as cigars, cigarettes, chewing and smoking tobacco, and snuff. Confectionary, smokers articles, razor blades, playing cards, etc., are frequently handled as secondary lines.

Dry goods, apparel wholesalers

Clothing, furnishings, footwear wholesalers.--Merchant wholesale establishments primarily engaged in selling men's, boys' clothing, and furnishings (including suits, coats, overcoats, work clothing, hats and caps, shirts, ties, and underwear); women's, children's clothing, furnishings, and accessories (including suits, dresses, and skirts); furs and fur clothing; millinery, millinery supplies; shoes and other footwear; work clothing; and related lines.

Dry goods wholesalers (general and specialty lines)

General-line dry goods wholesalers (not shown separately).--Merchant wholesale establishments engaged in selling a diversified combination of lines usually sold in retail dry goods and general merchandise stores, including piece goods, home furnishings, work clothing, dresses, infants' wear, notions, and hosiery. Men's and women's clothing, furnishings, and millinery frequently constitute secondary lines.

Specialty-line dry goods wholesalers (not shown separately).--Merchant wholesale establishments primarily engaged in selling hosiery, underwear, piece goods, knit and lace goods, fancy linen and needlework and notions (thread, tapes, needles, pins, buttons, hair accessories, zippers, and shoe laces).

Piece goods converters.--Merchant wholesale establishments which purchase textiles in the gray or unfinished form, have them dyed and/or finished by others, usually on a contract basis, and sell to the cutting-up trade, garment makers, wholesalers, or retailers. Converters operating bleaching, dyeing, and finishing plants are not considered as merchant wholesalers.

Paper, allied products wholesalers

Paper wholesalers.--Merchant wholesale establishments primarily engaged in selling wrapping paper and other coarse paper; fine paper (writing papers, reproduction paper stock, cover, text, thin, and other fine papers); newsprint and book paper; paperboard; and converted paper products such as bags, boxes, cups, dishes, towels, napkins, tissues, and bottle caps.

Stationery, wallpaper wholesalers.--Merchant wholesale establishments primarily engaged in selling commercial and social stationery, including envelopes, type-writer and mimeograph paper in cut sizes, file cards and folders; and office supplies such as pens, pencils, writing inks, carbon paper, paper clips, type-writer ribbons, greeting cards, and erasers; and embossed and printed wallpaper for use in covering or decorating interior walls and ceilings.

Farm products (raw materials) merchants

Farm products (raw materials) merchants.--Merchant wholesale establishments primarily engaged in selling cotton, grain, hides, skins, raw furs, livestock, leaf tobacco, wool, mohair, horses and mules, and other inedible products such as broomcorn, moss, hair, feathers, bristles, and fibers. This classification includes merchants (including terminal elevators) primarily engaged in selling raw farm products in marketing centers. Dealers buying such products direct from farmers and assembling them at local production points are classified as "assemblers" and not included here.

Other nondurable goods wholesalers

Amusement, sporting goods distributors.--Merchant wholesale establishments primarily engaged in selling cameras and photographic goods (cameras, parts, and accessories, projection apparatus, enlargers, developing and printing room apparatus and accessories, sensitized unexposed photographic supplies and equipment); sporting goods (toys, games, novelties, fireworks, bicycles, sporting goods, and athletic goods); and other recreation goods such as playground equipment, billiard and bowling equipment and supplies; and hobby goods.

Book, magazine, newspaper wholesalers.--Merchant wholesale establishments primarily engaged in selling books, magazines, periodicals, newspapers, and related items.

Coal wholesalers.--Merchant wholesale establishments primarily engaged in selling bituminous coal, anthracite coal, and coke. This includes firms with coal yards as well as those selling goods shipped directly from mine to customer.

Farm supplies wholesalers.--Merchant wholesale establishments primarily engaged in selling mixed and other feeds; fertilizers, fertilizer materials, and agricultural chemicals; seeds (farm, garden, and flower); and miscellaneous farm supplies such as hay, straw, and alfalfa.

Merchant wholesalers, n.e.c.--(Not shown separately in the accompanying table.) Merchant wholesale establishments primarily engaged in selling petroleum products, cut flowers and potted plants; forest products except lumber; inedible oils and fats; textiles and materials other than dry goods; industrial yarns; crude rubber; ores; sponges; artificial leather; wood pulp; artificial flowers; and products not elsewhere classified; and establishments handling a line of merchandise too broad to be included in any of the classifications outlined above.

MONTHLY WHOLESALE TRADE REPORT

U. S. DEPARTMENT OF COMMERCE
Sinclair Weeks, Secretary

BUREAU OF THE CENSUS
Robert W. Burgess, Director

FOR RELEASE

JULY 1957

SEPTEMBER 12, 1957

SALES AND INVENTORIES

Sales

July 1957 sales of merchant wholesalers were estimated at \$9.9 billion, an increase of 3 percent over June 1957 sales and 6 percent above July sales a year ago. Cumulative sales for the first seven months of 1957, totaling \$68.3 billion, were 3 percent higher than in the comparable period of 1956.

Durable goods trades, with sales of \$4.3 billion in July 1957, showed a slight increase (1%) over previous month and year-ago sales but were still down 2 percent from sales in the first 7 months of 1956. The nondurable goods trades, with July sales totaling \$5.6 billion, reported larger sales gains--5 percent over June and 9 percent over last July. For the first 7 months of 1957, sales were 6 percent higher than in the same period of 1956.

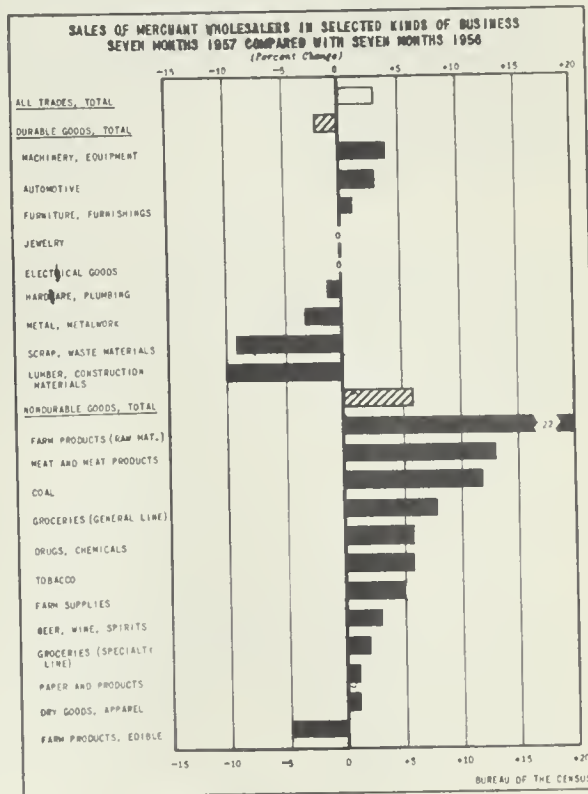
Significant increases over June sales were reported by farm products (raw materials) merchants (20%), book, magazine and newspaper wholesalers (18%), beer, ale distributors (15%), meat wholesalers (13%), poultry distributors (11%) and clothing wholesalers (11%). The sharpest decline from June sales (12%) was noted by piece goods converters. Book, magazine, newspaper wholesalers, up 27 percent, and iron and steel scrap dealers, up 25 percent, registered the principal gains over year-ago sales. Substantial declines from a year ago were shown by iron, steel products distributors (11%) and lumber, millwork wholesalers (12%).

New England showed no change from June sales and the Middle Atlantic Division was off slightly (1%). However, all other divisions reported gains, the West North Central Division leading with an increase of 16 percent. This same geographic division noted the principal increase (15%) over year-ago sales. Only one division, New England, reported a decline (1%).

Inventories

Inventories of wholesalers at the end of July showed little or no change from the previous month but were up 6 percent above stocks on hand last July 31. Durable goods trades, in total--with stocks up 8 percent over last July--showed a sharper increase than the nondurable trades, which reported a 2 percent rise over year-ago stocks.

The July 1957 stock-sales ratio for all merchant wholesalers was 124 percent--9 points below the June 1957 ratio and 3 points below the ratio for July a year ago. The July stock-sales ratio for the durable goods trades was 167 percent compared to 89 percent for the nondurable goods trades.



Inventories in most trades showed little or no change from last month. However, substantial increases were noted by farm products (raw materials) merchants (11%) and iron, steel scrap dealers (22%). Iron and steel scrap dealers also reported substantially larger inventories than a year ago (41%). However, iron, steel products distributors registered the principal increase (50%) over year-ago inventories.

Changes from previous month inventory levels were small (2% or less) in all geographic divisions. More significant changes over year-ago inventories were noted, ranging from a decline of 4 percent in the East South Central Division to an increase of 15 percent in New England.

General

This report includes monthly dollar volume estimates of sales of merchant wholesalers by kind of business from January 1956 through July 1957. These data are based on a probability sample representative of all merchant wholesalers in the country. A description of this sample and approximate measures of the reliability of the data are included on pages 2 and 6. Also included in this report are sales and inventory trends and stock-sales ratios by kind of business for the United States as a whole and for the 10 divisions.

DESCRIPTION OF SAMPLE, ESTIMATING PROCEDURE, AND RELIABILITY OF THE DATA

1. Scope of Survey

This survey is limited to merchant wholesalers, which constitute the major portion of the broad field of wholesale trade, and excludes other types of wholesale trade such as manufacturers sales branches and sales offices; petroleum bulk stations; agents and brokers and assemblers of farm products. All kinds of business in which merchant wholesalers operate are represented in this survey.

Merchant wholesalers are defined in the Standard Industrial Classification Manual issued by the Bureau of the Budget, Executive Office of the President, as "Establishments usually known as wholesalers, merchant wholesalers or jobbers, primarily engaged in buying, taking title to, and where customary, physically storing and handling goods and selling the goods at wholesale principally to retailers and industrial and commercial users. This group also includes industrial and distributors, exporters, and importers, cash-and-carry wholesalers; drop shippers, wagon distributors, etc. The establishments included in this group may perform operations on the goods incidental to the wholesale trading and delivery, such as installing equipment, and fixtures; and collecting and baling waste materials." Firms which, in addition to merchant wholesale establishments, operate other types of establishments, e.g., retail, manufacturing, etc., report in this survey only for their merchant wholesale establishments. A description of each kind-of-business classification shown in this report is included on pages 11 and 12.

2. Sample Design

Firms reporting in the survey are part of a probability sample representing merchant wholesalers in all kinds of business. The sample, which includes over 17,000 firms (about 26,000 establishments) is drawn from two sources: (1) 1954 Census of Business lists representing all wholesalers (with paid employees) in business in 1954 and (2) Bureau of Old Age and Survivors Insurance (BOASI) lists of wholesalers (with paid employees) entering business (or requesting new Employer Identification Numbers) since 1954. The sample is supplemented twice a year for new firms on the BOASI lists.

The reporting panel includes a fixed panel of about 1,400 very large firms reporting monthly and four rotating panels each containing about 3,900 smaller firms which report every fourth month. In any given month, the total reporting panel includes about 5,300 firms.

The number of firms selected in the sample for each kind of business varies from 150 to 650 firms, depending upon (a) the total number of firms in the trade, (b) the distribution of firms within the trade by sales size, and (c) whether geographic division trends are to be shown for the trade. In those kinds of business for which percentage changes are shown by geographic division, the sample chosen for the national estimates was increased by about 50 percent to provide wider representation by geographic division. In some of these trades, however, data are not shown separately for some geographic divisions because even this increase in the sample size will not provide reliable results in all geographic divisions.

3. Published Data

Sales.--This report includes monthly dollar volume estimates of sales by kind of business for the United States as a whole (Table 1) and sales trends (percent changes) derived from these estimates (Table 2). Sales trends are shown in Table 2 for some detailed kind of businesses for which estimates are not shown separately in Table 1. For these kinds of business the trends are based only on the weighted sales of identical firms (i.e., firms reporting data for each of the months for which comparisons are made). Sales trends by geographic division are also shown for selected kinds of business (Table 3). In Table 3 the trends for geographic division also are based on weighted sales of identical firms.

Sales include sales of merchandise and receipts from repairs or other services to customers after deducting returns and allowances, and discounts. Sales of merchandise for others on a commission basis are also included. Local and State sales taxes, and Federal excise taxes are included.

Inventories.--This report presents inventory trends by kind of business for the United States as a whole (Table 2) and by geographic division (Table 3). These inventory trends are based on the weighted inventories of identical firms (i.e., firm reporting data for each of the months compared).

Inventories represent stocks, at cost, of merchandise on hand for sale at the end of the month.

Stock-sales ratios.--These are presented by kind of business for the United States as a whole (Table 2) and by geographic division (Table 3). The stock-sales ratios are percentages derived by dividing weighted stocks, at cost, by weighted sales for only those firms reporting inventories in conjunction with sales in all three periods compared. Excluded from these ratios were all firms which report "zero" inventories (e.g., drop shippers). No adjustment is made in these calculations for the markup of sales, which varies from trade to trade. Stock-sales ratios for previous months shown in the current report may differ from those published in previous reports since the reporting panel varies.

4. Estimating Procedure

Each firm selected in the sample has an assigned weight which reflects its probability of selection in the sample. Large firms are selected with certainty, this having a weight of one (1). Other firms are sampled at varying rates, depending upon size, with smaller firms having a lower probability of selection and thus a larger weight.

For most firms reporting, data are available for each of three months (current, previous, and year ago). New firms reporting provide data for at least two months (current and previous). Sales and inventory figures reported for each firm are multiplied by its weight (the reciprocal of its probability of selection) and the results summarized to obtain the dollar volume estimates, percentage changes and stock-sales ratios shown in this report.

Volume estimates.--The summation of the weighted reports of sales for each monthly panel provides unbiased dollar volume estimates, by kind of business, for two months--the current month and the preceding month. However, the published estimate is a "composite" of two estimates (a) the unbiased estimate for the current month obtained from the summation of the current month reports and (b) a ratio estimate obtained by multiplying the "composite" estimate for the previous month by the ratio of the current month unbiased to previous month unbiased estimates obtained from the summation of the current reports. The unbiased estimate (a) receives a weight of .3 while the ratio estimate (b) receives a weight of .7. The resulting weighted average provides a "composite" estimate of the dollar volume of sales considerably more reliable than either of the two estimates taken alone. The estimates shown for January-June 1956 were not obtained in this manner. Since unbiased estimates were not available for this period from the new sample which was introduced in July 1956, monthly estimates prior to that date were calculated by dividing the "composite" estimates for January-June 1957 by the year-to-year ratio for each of these months obtained from weighted reports of identical firms.

Percentage changes.--Two types of percentage change figures are presented in this report, viz., (1) percentage changes derived from dollar volume estimates (2) percent changes based on the weighted data from identical firms (i.e., those reporting data for each of the months for which comparisons are made). The percentage changes based on identicals however, should not be regarded as an unbiased measure of percentage change. Since only those establishments reporting in both periods compared are included, the net change due to births and deaths is not reflected in the ratios shown.

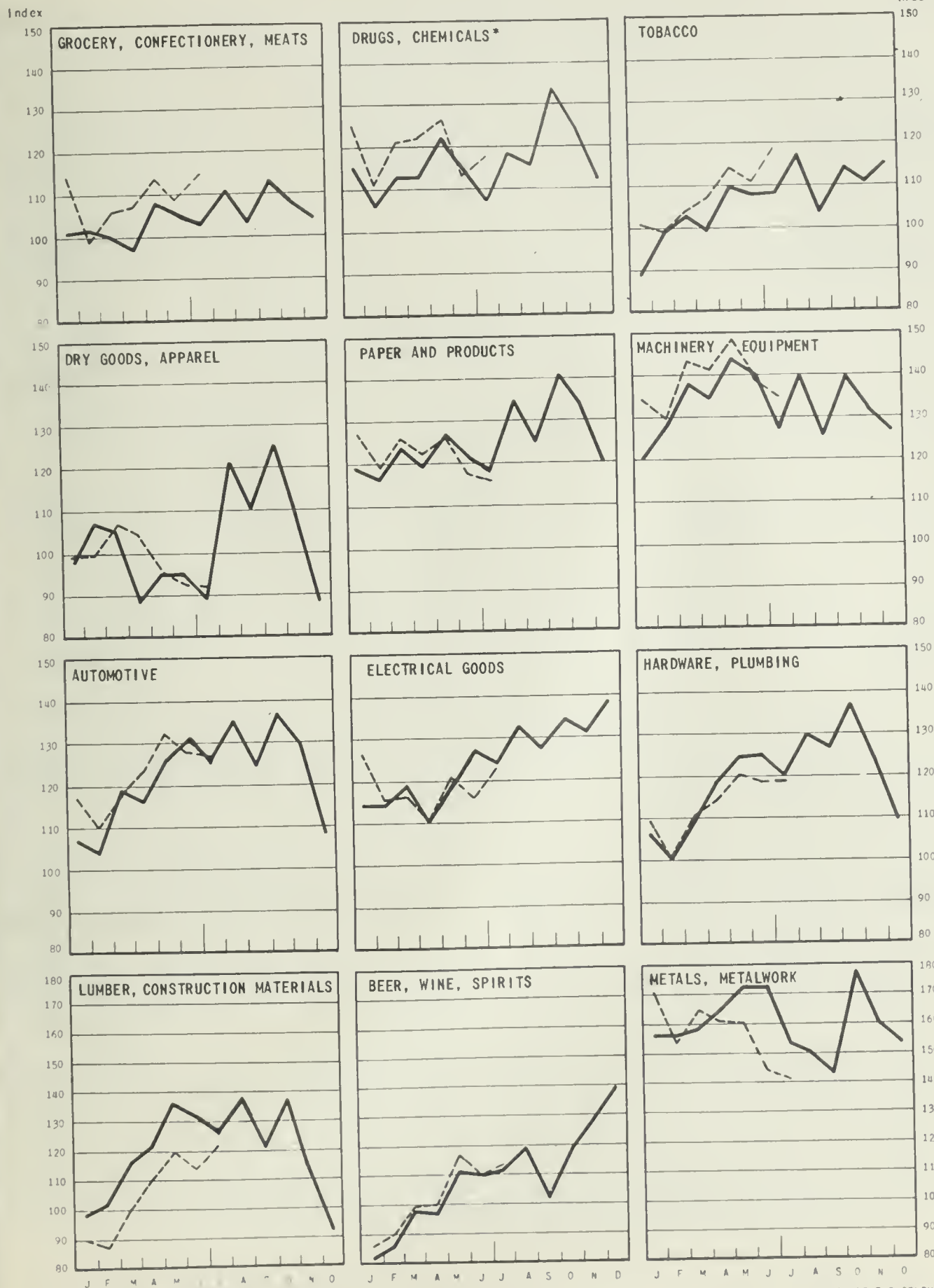
5. Reliability of the Data

Estimates based on a sample are subject to sampling variability and thus are not expected to be in exact agreement with a complete census taken with the same enumeration procedures. For all trades combined, the sampling variability of the "composite" sales estimates for any individual month, is less than one percent at the one sigma level. That is to say, the chances are about two out of three that the estimated sales shown would differ by less than one percent from the results of a complete enumeration. The variability of estimates for kind-of-business groups and individual kinds of business is generally higher than for total merchant wholesale trade but for most trades the sampling variability is less than 5 percent at the one sigma level. Table 1A presents these sampling variabilities of the estimates for February, March, April and May 1957. Since these measures are also subject to sampling variability they should be regarded as giving a general rather than exact idea of the variability due to sampling. The sampling variability of the ratios based on weighted identicals has not been evaluated. However, where these ratios are based on a small number of reports (viz., trends by geographic division) the sampling variability is usually quite high.

These measures do not include biases that may arise from other nonsampling errors, such as failure of respondent to submit correct figures or to submit a report in time for tabulation. In preparing the dollar volume estimates, an estimate is included for those firms that fail to respond. To the extent that the estimates for these firms may differ from the actual figures, nonresponse affects the reliability of the dollar volume estimate. As a result, dollar volume estimates are not published separately in a few trades where the nonresponse rate was considered too high to provide reliable level estimates. Approximately 11 percent of the total sales in May 1957 were imputed for nonresponse.

SALES OF MERCHANT WHOLESALERS—KINDS OF BUSINESS 1956 AND 1957

1954 MONTHLY AVERAGE = 100

 1956 = —
1957 = - - -


* July through November 1956 revised.

BUREAU OF THE CENSUS

DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS

Table 1.--ESTIMATED MONTHLY SALES OF MERCHANT WHOLESALERS--UNITED STATES, BY KIND OF BUSINESS

JANUARY 1956 - JULY 1957

(Sales in millions of dollars)

Kind of business	1956												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	1956
MERCHANT WHOLESALERS, TOTAL.....	9,032	9,172	9,571	9,296	10,144	9,894	9,398	10,498	9,779	11,202	10,435	9,944	118,365
DURABLE GOODS, TOTAL.....	3,994	4,085	4,372	4,346	4,680	4,589	4,215	4,643	4,324	4,889	4,501	4,192	52,830
Automotive wholesalers.....	353	344	396	384	417	434	415	449	410	453	428	358	4,841
Automotive equipment, tire-tube wholesalers....	280	276	318	306	333	351	344	371	344	386	366	296	3,971
Electrical, electronics, appliance distributors..	603	602	627	580	616	668	653	701	671	708	692	727	7,848
Electrical apparatus, supplies distributors....	272	285	297	295	319	350	326	336	317	338	328	344	3,807
Electrical appliances, TV, radio sets, electronic parts, distributors.....	331	317	330	285	297	318	327	365	354	370	364	383	4,041
Furniture, home furnishings wholesalers.....	184	193	212	194	199	197	181	223	216	250	234	210	2,493
Home furnishings, floor coverings wholesalers..	125	133	147	133	134	131	118	145	144	170	162	139	1,681
Hardware, plumbing-heating goods wholesalers....	387	366	404	432	455	458	441	477	463	501	453	398	5,235
Hardware wholesalers.....	175	176	184	198	206	209	189	205	196	212	198	179	2,327
Plumbing, heating equipment, supplies distrib- utors.....	212	190	220	234	249	249	252	273	266	289	255	219	2,908
Lumber, construction materials distributors.....	540	560	636	669	743	725	691	756	664	750	624	511	7,870
Lumber, millwork wholesalers.....	337	338	361	373	410	398	392	433	363	402	327	279	4,413
Construction materials distributors.....	203	222	275	296	333	327	299	323	302	348	297	232	3,457
Machinery, equipment, supplies distributors.....	1,004	1,073	1,158	1,120	1,210	1,170	1,063	1,173	1,048	1,170	1,104	1,054	13,347
Industrial machinery, equipment, supplies distributors.....	506	541	574	523	569	522	493	546	483	566	564	548	6,435
Professional equipment, supplies distributors..	70	74	78	74	79	79	83	92	85	92	90	84	980
Service establishment supply houses.....	105	103	102	108	116	111	97	112	111	116	104	98	1,283
Metals, metalwork (except scrap) distributors....	438	437	442	460	483	483	431	421	399	445	447	428	5,363
Iron, steel and products distributors.....	276	282	303	312	325	325	306	287	274	346	306	269	3,611
Nonferrous metals distributors.....	162	155	139	148	158	158	125	133	125	149	141	159	1,752
Scrap, waste materials dealers.....	425	439	419	434	470	385	280	361	366	457	420	408	4,864
Iron, steel scrap dealers.....	267	275	261	267	304	248	167	231	238	306	291	283	3,138
Waste materials dealers.....	158	164	158	167	166	137	113	130	128	151	129	125	1,726
NONDURABLE GOODS, TOTAL.....	5,038	5,087	5,199	4,950	5,464	5,305	5,183	5,855	5,455	6,313	5,934	5,752	65,535
Grocery, confectionery, meat wholesalers.....	1,459	1,479	1,442	1,405	1,560	1,517	1,492	1,601	1,485	1,627	1,556	1,505	18,128
General-line grocery wholesalers.....	613	624	631	602	667	648	609	658	629	680	657	630	7,648
Specialty-line grocery wholesalers.....	561	583	537	528	587	588	585	620	553	606	578	571	6,897
Confectionery wholesalers.....	46	48	50	45	48	46	45	50	47	52	54	51	582
Meat, meat products wholesalers.....	239	224	224	230	258	235	253	273	256	289	267	253	3,001
Farm products (edible) distributors.....	354	361	384	393	451	469	465	416	345	376	397	409	4,820
Poultry, poultry products distributors.....	132	116	122	120	131	131	124	133	120	127	148	149	1,553
Fresh fruit, vegetable wholesalers.....	222	245	262	273	320	338	341	283	225	249	249	260	3,267
Beer, wine, distilled spirits wholesalers.....	385	406	459	454	532	520	532	565	482	572	606	657	6,170
Beer, ale distributors.....	151	152	166	177	220	229	265	270	197	199	182	198	2,406
Wine, distilled spirits wholesalers.....	234	254	293	277	312	291	267	295	285	373	424	459	3,764
Drugs, chemicals, allied products wholesalers....	322	299	316	316	342	319	301	334	326	375	348	315	3,913
Drug wholesalers (general and specialty lines)..	204	191	196	189	202	192	185	208	206	231	223	202	2,429
Industrial chemicals, explosives wholesalers...	95	87	96	100	111	97	89	98	93	116	100	92	1,174
Paint, varnish wholesalers.....	23	21	24	27	29	30	27	28	27	28	25	21	310
Tobacco distributors.....	238	264	275	264	295	289	288	314	275	304	298	308	3,412
Dry goods, apparel wholesalers.....	464	505	496	448	450	450	420	576	524	594	520	419	5,866
Clothing, furnishings, footwear wholesalers....	149	172	176	144	154	137	159	238	206	228	201	146	2,110
Dry goods wholesalers (general and specialty lines).....	183	192	184	182	183	197	170	221	203	223	197	162	2,297
Paper, allied products wholesalers.....	293	286	306	294	313	299	291	332	309	347	331	296	3,697
Paper wholesalers.....	253	247	265	253	273	255	252	287	265	294	280	248	3,172
Amusement, sporting goods wholesalers.....	70	75	93	96	92	99	98	117	116	133	127	116	1,233
Coal wholesalers.....	110	103	87	87	87	99	91	120	118	130	125	117	1,274

Note: Merchant Wholesalers total and Group totals include data for some kinds of business not shown separately.
 Revised.

Table 1.--ESTIMATED MONTHLY SALES OF MERCHANT WHOLESALERS--UNITED STATES, BY KIND OF BUSINESS--Continued

JANUARY 1956 - JULY 1957

(Sales in millions of dollars)

Kind of business	1957							7 months	
	Jan.	Feb.	Mar.	Apr.	May	June	July	1957	1956
MERCHANT WHOLESALERS, TOTAL.....	9,945	9,097	9,744	9,834	10,168	9,610	9,916	68,314	68,507
DURABLE GOODS, TOTAL.....	4,278	3,981	4,292	4,314	4,450	4,243	4,267	29,827	30,291
Automotive wholesalers.....	389	366	392	408	438	424	421	2,338	2,343
Automotive equipment, tire-tube wholesalers.....	321	298	319	334	362	359	363	2,350	2,200
Electrical, electronics, appliance distributors.....	665	609	613	588	623	614	650	4,362	4,349
Electrical apparatus, supplies distributors.....	301	291	293	297	308	315	325	2,130	2,114
Electrical appliances, TV, radio sets, electronic parts, distributors.....	364	318	320	291	315	299	325	2,232	2,200
Furniture, home furnishings wholesalers.....	189	189	205	212	200	193	185	1,311	1,300
Home furnishings, floor coverings wholesalers.....	127	128	140	144	135	131	120	925	921
Hardware, plumbing-heating goods wholesalers.....	398	365	405	420	443	435	436	2,902	2,943
Hardware wholesalers.....	184	173	191	196	205	196	192	1,337	1,337
Plumbing, heating equipment, supplies distributors.....	214	192	214	224	238	239	244	1,565	1,606
Lumber, construction materials distributors.....	496	476	551	609	659	628	667	4,080	4,564
Lumber, millwork wholesalers.....	295	259	307	330	343	329	343	2,206	2,609
Construction materials distributors.....	201	217	244	279	316	299	324	1,880	1,955
Machinery, equipment, supplies distributors.....	1,121	1,081	1,194	1,182	1,234	1,166	1,131	8,109	8,798
Industrial machinery, equipment, supplies distributors.....	590	547	593	540	560	512	509	3,451	3,728
Professional equipment, supplies distributors.....	78	77	83	85	85	84	89	581	537
Service establishment supply houses.....	113	110	113	112	122	116	106	92	742
Metals, metalwork (except scrap) distributors.....	478	430	459	452	448	404	396	3,067	3,174
Iron, steel and products distributors.....	317	287	312	317	311	275	272	2,491	2,129
Nonferrous metals distributors.....	161	143	147	135	137	129	124	976	1,045
Scrap, waste materials dealers.....	476	393	393	369	328	308	320	2,587	2,852
Iron, steel scrap dealers.....	326	266	263	236	199	193	208	1,691	1,789
Waste materials dealers.....	150	127	130	133	129	115	112	896	1,063
NONDURABLE GOODS, TOTAL.....	5,667	5,116	5,452	5,520	5,718	5,367	5,649	38,489	38,220
Grocery, confectionery, meat wholesalers.....	1,642	1,433	1,530	1,544	1,630	1,579	1,660	11,018	10,354
General-line grocery wholesalers.....	707	627	655	676	698	676	703	4,742	4,394
Specialty-line grocery wholesalers.....	611	521	566	557	591	591	610	4,047	3,909
Confectionery wholesalers.....	52	49	53	50	52	49	50	355	328
Meat, meat products wholesalers.....	272	236	256	261	289	263	297	1,874	1,663
Farm products (edible) distributors.....	357	341	352	394	429	418	442	2,333	2,877
Poultry, poultry products distributors.....	121	106	109	124	127	116	129	832	876
Fresh fruit, vegetable wholesalers.....	236	235	243	270	302	302	313	1,901	2,001
Beer, wine, distilled spirits wholesalers.....	408	425	468	472	551	520	543	3,387	3,288
Beer, ale distributors.....	158	158	172	193	227	234	269	1,411	1,360
Wine, distilled spirits wholesalers.....	250	267	296	279	324	286	274	1,976	1,928
Drug, chemicals, applied products wholesalers.....	350	312	340	344	354	317	331	2,348	2,415
Drug wholesalers (general and specialty lines).....	224	199	213	208	214	196	211	1,461	1,359
Industrial chemicals, explosives wholesalers.....	103	92	102	108	110	93	90	692	625
Paint, varnish wholesalers.....	23	21	25	28	30	28	30	185	181
Tobacco distributors.....	271	266	280	285	307	297	319	2,024	1,913
Dry goods, apparel wholesalers.....	468	474	507	491	457	440	434	3,260	3,235
Clothing, furnishings, footwear wholesalers.....	145	167	184	182	156	136	151	1,114	1,191
Dry goods wholesalers (general and specialty lines).....	192	193	194	190	185	195	180	1,145	1,291
Paper, applied products wholesalers.....	313	274	310	302	312	291	281	2,109	2,102
Paper wholesalers.....	268	272	26	258	271	200	250	1,114	1,198
Amusement, sporting goods wholesalers.....	74	83	96	99	101	104	111	668	623
Coal wholesalers.....	20	102	106	105	103	109	100	624	664

Note: Merchant Wholesalers total and Group totals include data for some kinds of business not shown separately.

Table 1A.--SAMPLING VARIABILITY--MONTHLY ESTIMATES OF SALES OF MERCHANT WHOLESALERS, BY KIND OF BUSINESS

Kind of business	Sampling error of monthly dollar value of sales				Sampling error of the ratio of sales in two consecutive months	Kind of business	Sampling error of monthly dollar value of sales				Sampling error of the ratio of sales in two consecutive months		
	Feb. 1957	Mar. 1957	Apr. 1957	May 1957			March 1957 from February 1957	Feb. 1957	Mar. 1957	Apr. 1957		May 1957	March 1957 from February 1957
	(percent)						(percent)	(percent)				(percent)	
MERCHANT WHOLESALERS, TOTAL.....	0.6	0.7	0.4	0.5	0.5	NONDURABLE GOODS, TOTAL.....	0.9	0.8	0.7	0.9	0.7		
DURABLE GOODS, TOTAL.....	1.1	1.4	1.0	0.9	0.7	Grocery, confectionery, meat.....	2	2	1	2	2		
Automotive.....	3	3	3	3	2	General-line grocery.....	2	2	2	2	2		
Automotive equipment, tire-tube....	3	3	4	3	2	Specialty-line grocery.....	4	4	4	4	3		
Electrical, electronics, appliances..	2	2	2	2	1	Confectionery.....	4	3	3	3	2		
Electrical apparatus, supplies.....	2	2	2	3	2	Meat, meat products.....	4	5	4	4	3		
Electrical appliances, TV, radio sets, electronic parts.....	2	4	4	3	2	Farm products (edible).....	3	3	3	3	2		
Furniture, home furnishings.....	3	3	4	4	2	Poultry, poultry products.....	5	3	4	5	2		
Home furnishings, floor coverings..	4	4	4	4	2	Fresh fruit, vegetables.....	5	4	4	3	2		
Hardware, plumbing-heating goods....	2	3	3	3	2	Beer, wine, distilled spirits.....	2	2	2	2	2		
Hardware.....	2	3	3	3	2	Beer, ale.....	4	3	4	3	2		
Plumbing, heating equipment, supplies.....	3	4	4	4	2	Wine, distilled spirits.....	3	3	3	2	2		
Lumber, construction materials.....	3	3	3	2	2	Drugs, chemicals, allied products...	2	2	2	2	1		
Lumber, millwork.....	5	6	6	5	3	Drugs (general and specialty lines)	2	2	2	2	2		
Construction materials.....	3	3	3	4	2	Industrial chemicals, explosives..	5	4	5	4	2		
Machinery, equipment, supplies.....	2	3	2	2	2	Paint, varnish.....	4	4	3	3	3		
Industrial machinery, equipment, supplies.....	3	5	4	4	3	Tobacco.....	2	3	2	2	1		
Professional equipment, supplies...	3	3	4	3	2	Dry goods, apparel.....	3	3	3	3	2		
Service establishment supply houses	5	3	4	4	3	Clothing, furnishings, footwear...	5	5	5	5	3		
Metals, metalwork (except scrap)....	2	3	3	3	3	Dry goods (general and specialty- lines).....	6	6	6	5	3		
Iron, steel and products.....	3	5	4	4	4	Paper, allied products.....	3	2	2	2	1		
Nonferrous metals.....	3	3	2	4	1	Paper.....	3	2	2	2	1		
Scrap, waste materials.....	2	2	3	3	2	Amusement, sporting goods.....	6	4	4	4	4		
Iron, steel scrap.....	3	3	4	4	3	Coal wholesalers.....	5	6	6	6	2		
Waste materials.....	4	4	6	6	3								

Note: The above table provides approximate measures of the sampling variability of the dollar volume estimates of sales and of the ratio between sales for the two consecutive months specified. The ratio between sales for two consecutive months generally has a smaller sampling error than the level estimates in those months. These sampling errors are themselves subject to sampling variability and thus should be regarded as giving a general rather than exact idea of the variability due to sampling. Differences from month to month may be due to this error in the estimates of sampling error. Differences may also result from seasonal or cyclical fluctuation in the sales of individual firms (see page 2, for statement on nonsampling errors).

The sampling errors shown above can be converted to a range by the following computation: Multiply the sampling error by the estimate (whether it is a dollar volume estimate or a ratio). Add and subtract the resulting product from the published estimate. The resulting range is expected to include the "expected value" (that is, the value which could be obtained from a complete enumeration) about two out of three times. Doubling the sampling error and repeating the above process will give a range which will include the "expected value" about 19 out of 20 times.

To illustrate the computation of these ranges for monthly dollar volume estimates, consider the estimate made for all durable goods in March 1957. The published estimate is \$4,292 million while the sampling error shown for this month is 1.4 percent (or .014). Multiplying \$4,292 million by .014, we obtain \$60 million. Thus, the chances are two out of three that the "expected value" of the estimate is between \$4,232 and \$4,352 million. Doubling the given sampling error gives us the limits, \$4,172 to \$4,412 million, which will contain the "expected value" 19 out of 20 times.

As an example of the use of these sampling error data with ratios, consider the ratio of change from February 1957 to March 1957 for all durable goods. This ratio of change, obtained by dividing \$4,292 million by \$3,981 million, is 1.08 (it can also be expressed as an 8% increase). The sampling error of this statistic is 0.7 percent (.007). Multiplying 1.08 by .007, we obtain .008 as the standard error of the ratio. There is a probability of two out of three that the "expected ratio" is contained in the range 1.07 to 1.09 while there is a probability of 19 out of 20 that the "expected ratio" is contained in the range 1.06 to 1.10.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS

JULY 1957

Kind of business	Sales			Inventory, end-of-month (at cost)		Stock-sales ratios (percent)		
	Percent change							
	July 1957 from--		7 mo. 1957 from 7 mo. 1956	Percent change, July 1957 from--		July 1957	July 1956	June 1957
	July 1956	June 1957		July 1956	June 1957			
MERCHANT WHOLESALERS, TOTAL.....	+6	+3	+3	+6	0	124	127	133
DURABLE GOODS, TOTAL.....	+1	+1	-2	+8	-1	167	159	174
Automotive wholesalers.....	+1	-1	+3	+4	-1	198	195	199
Motor-vehicle distributors.....	-7	-9	-8	+10	+2	148	137	129
Automotive equipment, tire-tube wholesalers.....	+6	+1	+7	+4	-1	205	205	212
Electrical, electronics, appliance distributors.....	0	+6	0	+3	-3	163	164	184
Electrical apparatus, supplies distributors.....	0	+3	-1	+1	-5	147	145	169
Electrical appliances, TV, radio sets, electronic parts, distributors.....	-1	+9	+1	+4	-1	183	188	203
Furniture, home furnishings wholesalers.....	+2	-4	+1	-1	-2	192	202	189
Furniture wholesalers.....	+8	0	+2	-6	-3	179	207	200
Home furnishings, floor coverings wholesalers.....	+2	-8	0	+2	-1	199	200	184
Hardware, plumbing-heating goods wholesalers.....	-1	0	-1	+1	-1	221	215	233
Hardware wholesalers.....	+2	-2	0	-1	-2	243	249	252
Plumbing, heating equipment, supplies distributors.....	-3	+2	-3	+2	-1	200	184	213
Lumber, construction materials distributors.....	-3	+6	-10	-2	-1	105	102	118
Lumber, millwork wholesalers.....	-12	+4	-15	-5	+1	154	151	168
Construction materials distributors.....	+8	+8	-4	+1	-4	71	66	82
Machinery, equipment, supplies distributors.....	+6	-3	+4	+9	0	166	167	168
Air conditioning, commercial refrigeration equipment, distributors.....	+3	-6	+1	+4	-4	160	151	151
Commercial machines, equipment distributors.....	+8	-3	+7	+5	-1	205	209	204
Industrial machinery, equipment, supplies distributors.....	+3	-1	+3	+8	-1	134	138	135
Professional equipment, supplies distributors.....	+7	+6	+8	+9	0	185	184	198
Surgical, medical, hospital supply houses.....	+10	+1	+9	+1	-2	138	150	152
Service establishment supply houses.....	+9	-9	+7	+4	0	127	132	133
Metals, metalwork (except scrap) distributors.....	-8	-2	-3	+45	+1	222	140	216
Iron, steel and products distributors.....	-11	-1	-2	+50	+1	275	162	271
Nonferrous metals distributors.....	-1	-4	-7	+17	+3	86	76	81
Scrap, waste materials dealers.....	+14	+4	-9	+22	+12	55	51	51
Iron, steel scrap dealers.....	+25	+8	-5	+41	+22	52	48	48
Waste materials dealers.....	-1	-3	-16	-3	-2	61	56	57
Jewelry wholesalers.....	0	-10	0	+4	+2	315	302	294
NONDURABLE GOODS, TOTAL.....	+9	+5	+6	+2	+1	89	98	97
Grocery, confectionery, meat wholesalers.....	+11	+5	+6	+1	0	67	73	72
General-line grocery wholesalers.....	+15	+4	+8	+3	+2	94	100	97
Voluntary groups.....	+6	+4	+6	-3	-3	79	85	83
Retailer-cooperative.....	+17	+3	+12	+8	-4	71	71	73
Nonaffiliated.....	+13	+9	+5	+5	+6	114	123	119
Specialty-line grocery wholesalers.....	+4	+3	+2	-5	-4	63	68	71
Confectionery wholesalers.....	+11	+2	+8	+3	0	85	92	83
Meat, meat products wholesalers.....	+17	+13	+13	+13	+4	20	23	21
Farm products (edible) distributors.....	-5	+6	-5	-4	-6	18	21	21
Poultry, poultry products distributors.....	+4	+11	-5	-6	-5	24	29	29
Fresh fruit, vegetable wholesalers.....	-8	+4	-5	-3	-6	16	18	18
Beer, wine, distilled spirits wholesalers.....	+2	+4	+3	+3	-2	114	119	119
Beer, ale distributors.....	+2	+15	+4	-8	0	52	60	59
Wine, distilled spirits wholesalers.....	+3	-4	+2	+7	-3	176	178	167
Drugs, chemicals, allied products wholesalers.....	+10	+4	+6	+8	-1	143	147	150
Drug wholesalers (general and specialty lines).....	+14	+8	+8	+7	0	167	174	178
Industrial chemicals, explosives wholesalers.....	+1	-3	+3	+7	-4	93	96	98
Paint, varnish wholesalers.....	+11	+7	+2	+15	0	128	125	128
Tobacco distributors.....	+11	+7	+6	+5	0	52	54	55
Dry goods, apparel wholesalers.....	+3	-1	+1	-2	+1	242	258	241
Clothing, furnishings, footwear wholesalers.....	-5	+11	+2	+9	+4	240	222	235
Dry goods wholesalers (general and specialty lines).....	+9	-4	+3	-6	0	251	292	263
Piece goods converters.....	+8	-12	-2	-10	-2	221	251	203
Paper, allied products wholesalers.....	-1	-1	+1	+1	-1	121	124	125
Paper wholesalers.....	-1	0	+1	0	-1	115	118	118
Stationery, wallpaper wholesalers.....	+7	-5	+5	+8	0	185	185	185
Farm products (raw materials) merchants.....	+18	+20	+22	-6	+11	77	101	96
Other nondurable goods wholesalers.....	+13	+5	+8	+9	+2	89	96	99
Amusement, sporting goods wholesalers.....	+13	+7	+7	+2	0	184	185	207
Book, magazine, newspaper wholesalers.....	+27	+18	+14	+12	-1	90	119	106
Coal wholesalers.....	+9	-9	+12	+8	+6	128	149	112
Farm supplies wholesalers.....	+4	-0	+5	-3	+2	131	138	121

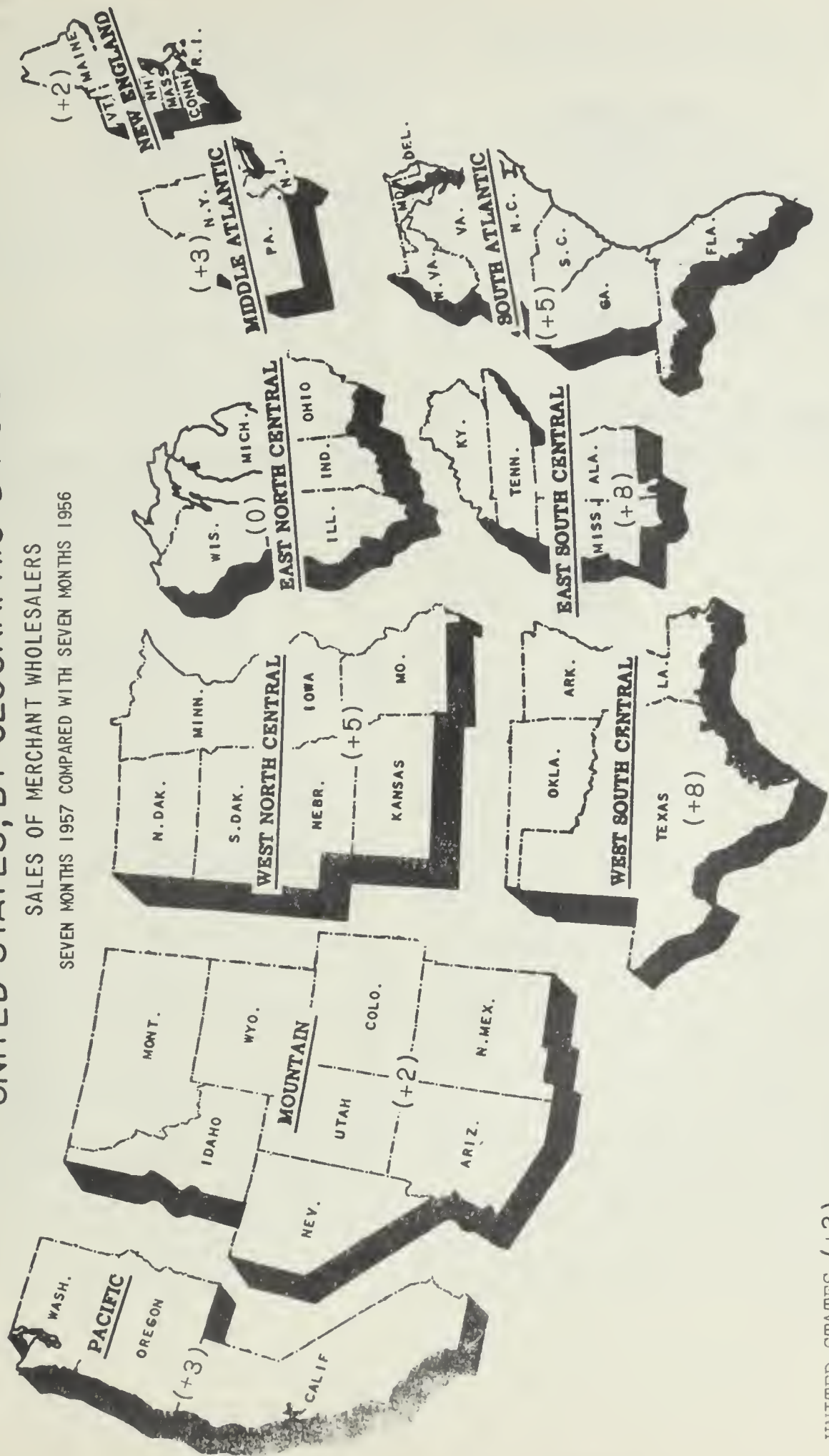
Table 3.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS

JULY 1957

Kind of business and geographic division (See map page 9)	Sales			Inventory, end-of-month (at cost)		Stock-sales ratios		
	Percent change					(percent)		
	July 1957 from--		7 mo. 1957 from 7 mo. 1956	Percent change, July 1957 from--		July 1957	July 1956	June 1957
	July 1956	June 1957		July 1956	June 1957			
MERCHANT WHOLESALERS, TOTAL.....	+6	+3	+3	+6	0	124	127	133
New England.....	-1	0	+2	+15	+1	134	112	129
Middle Atlantic.....	+6	-1	+3	+3	-1	108	117	114
East North Central.....	+5	+5	0	+8	+2	122	119	127
West North Central.....	+15	+16	+5	+7	+1	117	130	141
South Atlantic.....	+9	+6	+5	0	-1	138	145	149
East South Central.....	+6	+7	+8	-4	-2	136	144	152
West South Central.....	+8	+7	+8	+7	-1	144	143	154
Mountain.....	+5	+1	+2	+7	-1	147	142	151
Pacific.....	+3	+2	+3	+10	0	130	122	135
Automotive equipment, tire-tube wholesalers.....	+6	+1	+7	+4	-1	205	205	212
Middle Atlantic.....	+7	-4	+9	+14	0	203	190	201
East North Central.....	+6	+4	+7	+8	-1	231	239	253
West North Central.....	+15	-2	+10	+4	-3	212	226	212
South Atlantic.....	+11	0	+5	-3	-2	200	206	213
East South Central.....	-14	+4	+7	+2	-3	214	146	228
West South Central.....	+11	+13	+4	0	-4	193	210	216
Mountain.....	+3	+12	+11	-3	-3	261	270	277
Pacific.....	+22	+1	+5	+16	+1	191	197	189
Electrical apparatus, supplies distributors.....	0	+3	-1	+1	-5	147	145	169
New England.....	-13	-6	-10	0	-3	183	156	174
Middle Atlantic.....	-2	-8	+1	+8	-3	129	122	130
East North Central.....	-12	+1	-8	+1	-1	161	138	174
West North Central.....	+15	+22	+3	+11	-8	142	154	198
South Atlantic.....	-6	-9	-2	-5	-6	159	151	161
East South Central.....	+5	+25	+3	+4	-6	127	142	171
West South Central.....	+9	+20	+2	+5	-8	153	161	203
Mountain.....	+9	+7	+8	+17	-6	161	148	190
Pacific.....	+2	+3	+4	-11	-3	138	155	155
Elect. appliances, TV, radio sets, electronic parts distributors...	-1	+9	+1	+4	-1	183	188	203
New England.....	-8	-3	+6	+20	+5	207	156	175
Middle Atlantic.....	+2	0	0	-9	+1	188	226	184
East North Central.....	+1	+6	+1	+3	-3	174	171	200
West North Central.....	-3	+22	-10	+6	+7	206	227	253
South Atlantic.....	+2	+11	+6	+11	-2	182	162	215
East South Central.....	+9	+11	-3	-8	-11	154	196	213
West South Central.....	+10	+23	-7	+4	-5	204	215	248
Pacific.....	+11	+14	+8	+8	+1	159	176	178
Furniture, home furnishings wholesalers.....	+2	-4	+1	-1	-2	192	202	189
New England.....	+4	-13	+1	+5	+4	128	139	80
Middle Atlantic.....	+4	-9	+2	+11	0	167	164	168
East North Central.....	+10	-2	+4	+1	-5	210	205	208
West North Central.....	+24	+11	+5	-16	-3	178	223	194
South Atlantic.....	-3	-8	+2	-1	0	201	250	174
South Central.....	-13	+10	-3	-9	-3	220	215	231
Pacific.....	+6	+2	+1	-3	-4	214	232	224
Hardware wholesalers.....	+2	-2	0	-1	-2	243	249	252
Middle Atlantic.....	-6	-16	-3	-5	-1	246	262	213
East North Central.....	-2	+4	-1	-1	-3	237	230	259
West North Central.....	-2	+2	0	-1	-3	276	276	291
South Atlantic.....	+2	+2	+1	+4	+8	249	257	232
East South Central.....	+4	+9	-3	-14	-7	209	251	250
West South Central.....	+13	+15	-3	+1	-4	232	264	277
Mountain.....	+6	-3	-5	-21	-2	322	271	299
Pacific.....	+1	-1	+1	+5	-2	223	217	225
Plumbing, heating equipment, supplies distributors.....	-3	+2	-3	+2	-1	200	184	213
New England.....	-12	+5	-6	+24	+2	234	146	273
Middle Atlantic.....	-8	+7	-3	-4	-3	186	189	210
East North Central.....	-6	+6	-3	+4	-2	197	177	212
West North Central.....	-12	+9	-5	-6	-3	245	237	276
South Atlantic.....	-4	-3	+2	-1	-3	183	173	185
South Central.....	-3	+13	-2	-8	-1	165	172	190
Pacific.....	-9	-10	-4	+2	-2	194	194	185
Lumber, construction materials distributors.....	-3	+6	-10	-2	-1	105	102	118
New England.....	-21	+8	-7	-7	-1	111	87	125
Middle Atlantic.....	-12	-5	-10	+14	-1	130	84	133
East North Central.....	0	+9	-13	-9	+2	109	115	122
West North Central.....	-3	-7	-4	+4	-13	85	91	95
South Atlantic.....	+9	+18	-3	-13	-11	60	85	84
South Central.....	+2	+20	-4	+1	+3	128	128	151
Pacific.....	-7	+1	-16	+33	-1	75	55	84

UNITED STATES, BY GEOGRAPHIC DIVISION

SALES OF MERCHANT WHOLESALERS
SEVEN MONTHS 1957 COMPARED WITH SEVEN MONTHS 1956



UNITED STATES (+3)

Table 3.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS--Continued

JULY 1957

Kind of business and geographic division (see map page 9)	Sales			Inventory, end-of-month (at cost)		Stock-sales ratios (percent)		
	Percent change							
	July 1957 from--		7 mo. 1957 from 7 mo. 1956	Percent change, July 1957 from--		July 1957	July 1956	June 1957
	July 1956	June 1957		July 1956	June 1957			
Industrial machinery, equipment supplies distributors.....	+3	-1	+3	+8	-1	134	138	135
New England.....	0	-15	+4	+12	-3	125	139	114
Middle Atlantic.....	+18	-6	+11	+15	-2	111	148	108
East North Central.....	+12	+2	+2	-1	-1	130	150	134
West North Central.....	+6	-7	-7	+22	-2	153	132	155
South Atlantic.....	+10	+3	+9	+5	+1	145	141	166
South Central.....	+4	-3	+5	+19	-1	144	127	141
Mountain.....	+24	0	+3	+16	-6	122	114	127
Pacific.....	-5	+3	-3	+33	0	175	118	192
General-line grocery wholesalers.....	+15	+4	+8	+3	+2	94	100	97
Middle Atlantic.....	+11	+4	+4	-2	-3	100	109	106
East North Central.....	+10	+5	+6	-4	-3	81	91	88
West North Central.....	+5	+8	+4	-7	+2	73	80	77
South Atlantic.....	+13	+7	+6	0	+5	141	158	145
East South Central.....	+1	+6	+5	+6	+1	118	116	125
West South Central.....	+14	+5	+9	+10	+6	109	113	106
Mountain.....	+16	+3	+7	+9	+16	105	111	93
Pacific.....	+25	+10	+15	+15	+2	70	74	75
Specialty-line grocery wholesalers.....	+4	+3	+2	-5	-4	63	68	71
New England.....	+13	+9	+4	+12	-1	113	115	120
Middle Atlantic.....	+9	+9	0	-12	-11	53	66	66
East North Central.....	+15	+5	+4	+12	+2	65	70	80
West North Central.....	+21	+3	+1	-16	-5	103	270	111
South Atlantic.....	0	-5	+2	+6	+8	6	3	3
South Central.....	-3	+6	+12	-22	0	85	80	86
Pacific.....	-1	-3	0	+2	+6	47	41	44
Fresh fruit, vegetable wholesalers.....	-8	+4	-5	-3	-6	16	18	18
New England.....	+2	+12	+1	(X)	(X)	(X)	(X)	(X)
Middle Atlantic.....	+1	+12	-2	+17	-10	8	8	10
East North Central.....	-4	+9	-3	-11	-12	14	20	18
South Atlantic.....	-5	-18	-3	-2	-7	19	16	15
South Central.....	-5	-11	-3	-10	-7	28	28	29
Pacific.....	-4	+11	-3	+4	-1	19	18	22
Drug wholesalers (general and specialty-lines).....	+14	+8	+8	+7	0	167	174	178
New England.....	+7	+4	+7	+10	-4	159	146	165
Middle Atlantic.....	+17	+3	+7	+5	-1	151	180	169
East North Central.....	+12	+3	+8	+7	+2	145	158	146
West North Central.....	+17	+9	+8	+4	-1	165	172	188
South Atlantic.....	+11	+14	+8	+10	+3	174	173	186
East South Central.....	+16	+16	+9	(X)	(X)	(X)	(X)	(X)
West South Central.....	+12	+9	+8	+9	0	219	222	236
Mountain.....	+11	+7	+7	+4	+4	180	184	189
Pacific.....	+11	+8	+10	+7	+1	154	156	165
Tobacco distributors.....	+11	+7	+6	+5	0	52	54	55
New England.....	+9	-1	+6	+9	-4	51	43	53
Middle Atlantic.....	+10	+4	+7	+3	-2	46	50	49
East North Central.....	+13	+5	+7	+13	+5	51	51	51
West North Central.....	-2	0	+2	-9	0	66	68	67
South Atlantic.....	+28	+11	+8	+6	-2	55	61	63
South Central.....	+11	+8	+5	+3	+1	50	53	55
Pacific.....	+12	+14	+8	0	-2	64	68	76
Dry goods, apparel wholesalers.....	+3	-1	+1	-2	+1	242	258	241
New England.....	-1	+1	0	-14	+1	245	304	237
Middle Atlantic.....	+10	-4	+2	-3	-1	239	186	228
East North Central.....	+18	+10	+5	+8	+6	210	203	210
West North Central.....	-7	+14	-3	+4	+3	281	262	349
South Atlantic.....	-3	+4	-4	-7	+7	230	244	241
South Central.....	-6	+7	-3	-1	+2	384	352	409
Pacific.....	+11	+9	+5	+8	+1	220	253	220

X Insufficient data to show separately.

All kinds of business in which merchant wholesalers operate are represented in this survey. The kinds of business shown in this report parallel broad classifications used in the 1954 Census of Business covering wholesale trade. Each establishment in this survey has been assigned a kind-of-business classification based upon its trade designation and an analysis of its sales by commodity lines as reported to the Bureau of the Census. A description of each kind-of-business classification in this report is given below.

DURABLE GOODS

Automotive wholesalers

Motor-vehicle distributors.--Merchant wholesale establishments primarily engaged in selling new and used passenger automobiles and similar motor vehicles, road-type trucks, truck-tractors, buses, trailers, and semitrailers to dealers or to fleet operators, industrial accounts, and to commercial users. Dealers in road-type trucks, truck-tractors, and truck-trailers are included here on the basis of kind-of-goods sold.

Automotive equipment, tire-tube wholesalers.--Merchant wholesale establishments--frequently referred to as jobbers in this trade--primarily engaged in selling automotive equipment, accessories, parts, tires, tubes and garage equipment and tools.

Electrical, electronics, appliance distributors

Electrical apparatus, supplies wholesalers.--Merchant wholesale establishments selling a general line of electrical goods such as electrical equipment and apparatus; wiring supplies and construction materials; lighting fixtures and lamps; radio and television sets and accessories; electric refrigerators and other electrical appliances and specialties; and electronic parts and equipment; and those primarily engaged in selling such electrical equipment and apparatus; wiring supplies and construction materials, and lighting fixtures and lamps, as conduits and fittings, interior wires and cables, wiring devices, safety switches, poles, crossarms, pole-line hardware, outside wires and cables, residential, commercial, and industrial lighting fixtures, and incandescent and fluorescent lamps. Establishments specializing in the sale of electrical prime movers and other electrical power equipment for the generation, transmission, or utilization of electric energy are also included.

Electrical appliances, TV, radio sets, electronic parts distributors.--Merchant wholesale establishments primarily engaged in selling such electrical appliances and specialties as radio and television sets, dish washers, electric refrigerators, electric ranges, washing machines, ironers, radio and television parts and accessories, home freezers, sewing machines, hot water heaters, electric irons, percolators, clocks, hotplates, vacuum cleaners, etc., and electronic tubes, electronic replacement parts and accessories, and transmission and sound equipment.

Furniture, home furnishings wholesalers

Furniture wholesalers.--Merchant wholesale establishments primarily engaged in selling home or office furniture--wooden, metal or other.

Home furnishings, floor coverings wholesalers.--Merchant wholesale establishments primarily engaged in selling household china, glassware, and earthenware; floor coverings (carpets, rugs, linoleums, etc.); antique home furnishings; and miscellaneous home furnishings such as brooms, brushes, curtains, draperies, pictures and picture frames, window shades, kitchen utensils, phonograph records, and musical instruments.

Hardware, plumbing, heating goods wholesalers

Hardware wholesalers.--Merchant wholesale establishments selling a general line of merchandise sufficiently broad to service retail hardware stores and the hardware departments of other outlets--general-line hardware wholesalers; and establishments primarily engaged in selling builders hardware, heavy hardware, shelf or light hardware, and hardware specialties such as tools, cutlery, bolts, nuts, rivets, screws, padlocks, keys, and the like--specialty-line hardware wholesalers.

Plumbing, heating equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling plumbing and heating equipment and supplies such as plumbing fixtures, including sanitary ware; steam and hot water heating boilers, radiators, parts, and fittings; stoves, ranges, furnaces, and other types of heating apparatus (except electric); oil burners; gas appliances and supplies; plumbing pipe, valves, and fittings; and plumbers brass goods.

Lumber, construction materials distributors

Lumber, millwork wholesalers.--Merchant wholesale establishments primarily engaged in selling lumber and millwork such as rough, dressed, and finished lumber; sheathing, siding, flooring, shingles, plywood, veneers, doors, sashes, frames, interior woodwork and trim.

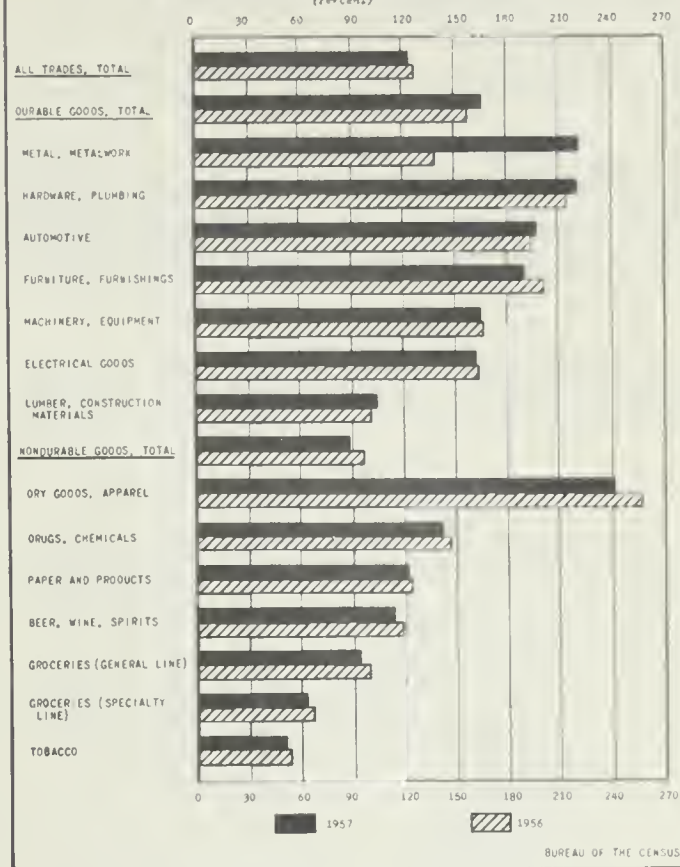
Construction material distributors.--Merchant wholesale establishments primarily engaged in selling such construction materials as brick, tile, and terra cotta; cement, lime, and plaster; building glass; sand, gravel, and crushed stone, ready-mixed concrete; roofing, siding and insulation; and stone, slate, concrete products, and building board.

Machinery, equipment, supplies distributors

Air conditioning, commercial refrigeration equipment distributors.--Merchant wholesale establishments primarily engaged in selling commercial refrigeration equipment (including electric) such as refrigerators, display cases, freezers, ice-makers, water coolers, food locker equipment; and those selling air conditioning and ventilating equipment and supplies, including fans, blowers, and accessories. Establishments specializing in the sale of commercial refrigeration components and accessories are also included in this classification.

Commercial machines, equipment distributors.--Merchant wholesale establishments primarily engaged in selling office machines and equipment (except furniture) such as adding machines, typewriters, addressors, duplicating, sealing, computing, stapling, accounting, and statistical machines; restaurant and hotel equipment such as coffee urns, steam tables, china, glassware, silverware, linen, and related items; tire machine and fixtures such as display fixtures, show racks, printing equipment, cash registers, scales, meat slicers and grinders, coffee grinders, etc.; and such related equipment as florists' supplies, theater supplies and equipment, and parking meters. Establishments primarily engaged in selling to users are included, as well as those selling to dealers.

STOCKS-SALES RATIOS OF MERCHANT WHOLESALERS IN SELECTED KINDS OF BUSINESS: JULY 1957 COMPARED WITH JULY 1956



Machinery, equipment, supplies distributors--continued

Industrial machinery, equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling machinery, equipment, and supplies to manufacturing and mining concerns. Included here are establishments selling industrial machinery; industrial belting, hose, and packing; machine tools, mine and mill supplies; oil well and oil refining supplies; printing machinery and supplies; industrial rope, cordage, and twine; industrial materials, handling equipment; power transmission equipment; and machinery and equipment for such industries as food products, woodworking, shoe manufacturing, tanning, textile, and paper and pulp.

Professional equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling dental supplies (chairs, sterilizers, cabinets, instruments, dental gold and alloys, waxes, teeth, and the like); religious supplies (church goods and religious articles such as statuary, vestments, fonts, candles, religious pictures, calendars, literature, etc.); school equipment and supplies (desks, blackboards, chalk, rulers, wall and globe maps, etc.); optical goods; surgical, medical, hospital supplies, and equipment; artists' supplies; engineering instruments and supplies; and supplies for other professions.

Surgical, medical, hospital supply houses.--Merchant wholesale establishments primarily engaged in selling surgical and medical instruments; doctors' apparatus and equipment; orthopedic appliances; artificial limbs; operating room and other hospital equipment; X-ray machines and accessories; and other scientific instruments used by physicians and in hospitals.

Service establishment, supply houses.--Merchant wholesale establishments primarily engaged in selling barber and beauty supplies; laundry, dry cleaning equipment, supplies (washing, drying, ironing, and pressing machines; laundry soaps and chemicals; dry cleaning fluids; marking equipment, etc.); shoe service supplies and equipment; undertakers' supplies (caskets, burial vaults, burial garments, embalming chemicals and preparations, and other morticians and funeral equipment); upholsterers' supplies (fabrics, leather and fillings, and other types of supplies used in the upholstery trade); and miscellaneous service equipment, such as janitors' supplies, furriers' supplies, bootblack's supplies, and hat cleaners' supplies.

Other machinery, equipment supplies distributors.--Merchant wholesale establishments primarily engaged in selling (a) transportation equipment and supplies (aircraft, aircraft maintenance equipment, supplies; railroad equipment, supplies; marine equipment, supplies; and other transportation equipment and supplies); (b) construction machinery, equipment such as road building machinery, excavating and dredging machinery, derricks, cranes, hoists, and winches; and related construction equipment (portable hammers, concrete construction clamps and forms, scaffolding, huts, and wheelbarrows--but not construction materials, and (c) farm-garden machines, equipment (including tractors) used in the preparation and maintenance of the soil, the planting and harvesting of crops, and other operations and processes pertaining to agriculture; dairy machinery and equipment, such as milking machines and cream separators; poultry equipment, such as incubators, brooders, and feeders and irrigation equipment.

Metals, metalwork (except scrap) distributors

Iron, steel, and products distributors.--Merchant wholesale establishments usually referred to as steel warehouses--primarily engaged in selling iron and steel products such as semifinished forms and shapes, plates, sheets, strips, bars, structural shapes, piling, nails, tubular products, wire products, forgings and castings. Steel warehouses of firms operating steelworks and rolling mills are also included here.

Nonferrous metals distributors.--Merchant wholesale establishments primarily engaged in selling nonferrous metals and metalwork such as aluminum, copper, tin, brass, lead, and zinc.

Scrap, waste materials dealers

Iron, steel scrap dealers.--Merchant wholesale establishments primarily engaged in assembling, breaking up, sorting, and selling all forms of iron and steel scrap.

Waste materials dealers.--Merchant wholesale establishments primarily engaged in assembling, sorting, and selling such waste materials as nonferrous scrap metals, waste paper, rags, wiping cloths, textile wastes, scrap rubber, and other waste and salvage materials. Scrap iron and steel may be handled as secondary lines.

Jewelry wholesalers

Jewelry wholesalers.--Merchant wholesale establishments primarily engaged in selling a general-or specialty-line of jewelry such as clocks and watches; precious stones and metals; watch materials, jewelers supplies; costume jewelry; and miscellaneous items such as silverware, plated ware, medals, trophies, semiprecious stones, and insignia.

NONDURABLE GOODS

Grocery, confectionery, meat wholesalers

General-line grocery wholesalers.--Merchant wholesale establishments handling a general line of dry groceries and processed foods usually sold in retail grocery stores, such as canned foods, flour, sugar, coffee, tea and spices, as well as such nonfood items as household chemicals, soaps and detergents, paper products, brooms, brushes, etc. Voluntary group wholesalers, retailer-cooperative warehouses, and cash-and-carry depots are included, as well as nonaffiliated general-line grocery wholesalers.

Specialty-line grocery wholesalers.--This classification includes two general types of merchant wholesale establishments: Those handling a combination of grocery items, no one item predominating, but not a sufficiently broad line of commodities to be classified as "general line"; and those primarily engaged in selling specialized lines of groceries and related products, such as canned foods; coffee, tea, and spices; dairy products; dried fruits and nuts; frosted and frozen foods; fish and seafood; bakery products; packaged breakfast cereals; flour; cooking oils and shortening; and soft drinks.

Confectionery wholesalers.--Merchant wholesale establishments primarily engaged in selling candy, chewing gum, popcorn, potato chips, salted nuts, fountain fruits and syrups, and related items. Cigars, cigarettes, and other products are also frequently handled as secondary lines.

Meat, meat products wholesalers.--Merchant wholesale establishments primarily engaged in selling fresh, frozen, cured or processed (but not canned) meats, lard, and other edible meat products. Secondary lines such as butter, cheese, eggs, dressed poultry, vegetable shortening, and canned meats are frequently handled.

Farm products (edible) distributors

Poultry, poultry products distributors.--Merchant wholesale establishments primarily engaged in selling live or dressed poultry, eggs, and related products. Establishments primarily engaged in dressing poultry are considered manufacturers.

Fresh fruit, vegetable wholesalers.--Merchant wholesale establishments primarily engaged in selling fresh fruits, vegetables, berries, melons, and related items.

Beer, wine, distilled spirits wholesalers

Beer, ale distributors.--Merchant wholesale establishments primarily engaged in selling beer, ale, porter, stout and other fermented malt liquors. Soft drinks, confectionery, tobacco, wines, and spirits are frequently handled as secondary lines.

Wine, distilled spirits wholesalers.--Merchant wholesale establishments primarily engaged in selling wines, whiskey, gin, rum, brandy, and other spirits, including neutral spirits and ethyl alcohol used in blending. Merchants who bottle and sell wines and distilled spirits manufactured in bulk by others, liquor departments of drug wholesalers, and State-operated wholesale outlets are included. State depots primarily engaged in supplying State liquor stores, however, are not included in wholesale trade.

Drugs, chemicals, allied products wholesalersDrug wholesalers (general and specialty lines)

General-line drug wholesalers (not shown separately).--Merchant wholesale establishments engaged in selling a full line of drugs, pharmaceuticals, proprietary medicines, druggists rubber goods, cosmetics, toiletries, drug sundries, and related merchandise. Cooperatives and voluntary group wholesalers handling a full line of drugs are also included in this classification. Liquor departments of drug wholesalers, however, are included with "wines and distilled spirits wholesalers."

Specialty-line drug wholesalers (not shown separately).--Merchant wholesale establishments primarily engaged in selling proprietary medicines, toilet preparations, and articles such as drugs, perfumes, cosmetics, powders, shaving preparations, toilet soap, dentifrices, combs, brushes, mirrors, medical glass, bandages, rubber goods, and antiseptics.

Drugs, chemicals, allied products wholesalers--Continued

Industrial chemicals, explosives wholesalers.--Merchant wholesale establishments primarily engaged in selling such industrial and heavy chemicals as coal-tar chemicals, plastics, compressed and liquefied gases (except LP gas), acids, ammonia, soda, industrial alcohol, explosives, dyestuffs, naval stores, etc. Concerns primarily engaged in selling pyrotechnics and ammunition for small arms are included in "Amusement and sporting goods wholesalers."

Paint, varnish wholesalers.--Merchant wholesale establishments primarily engaged in selling paints, varnishes, lacquers, enamels, calcimines, shellac, and stains. Glass, wallpaper, painters supplies, oils, chemicals, and related products are frequently handled as secondary lines.

Tobacco distributors

Tobacco distributors.--Merchant wholesale establishments primarily engaged in selling manufactured tobacco products such as cigars, cigarettes, chewing and smoking tobacco, and snuff. Confectionery, smokers articles, razor blades, playing cards, etc., are frequently handled as secondary lines.

Dry goods, apparel wholesalers

Clothing, furnishings, footwear wholesalers.--Merchant wholesale establishments primarily engaged in selling men's, boys' clothing, and furnishings (including suits, coats, overcoats, work clothing, hats and caps, shirts, ties, and underwear); women's, children's clothing, furnishings, and accessories (including suits, dresses, and skirts); furs and fur clothing; millinery, millinery supplies; shoes and other footwear; work clothing; and related lines.

Dry goods wholesalers (general and specialty lines)

General-line dry goods wholesalers (not shown separately).--Merchant wholesale establishments engaged in selling a diversified combination of lines usually sold in retail dry goods and general merchandise stores, including piece goods, home furnishings, work clothing, dresses, infants' wear, notions, and hosiery. Men's and women's clothing, furnishings, and millinery frequently constitute secondary lines.

Specialty-line dry goods wholesalers (not shown separately).--Merchant wholesale establishments primarily engaged in selling hosiery, underwear, piece goods, knit and lace goods, fancy linen and needlework and notions (thread, tapes, needles, pins, buttons, hair accessories, zippers, and shoe laces).

Piece goods converters.--Merchant wholesale establishments which purchase textiles in the grey or unfinished form, have them dyed and/or finished by others, usually on a contract basis, and sell to the cutting-up trade, garment makers, wholesalers, or retailers. Converters operating bleaching, dyeing, and finishing plants are not considered as merchant wholesalers.

Peper, allied products wholesalers

Peper wholesalers.--Merchant wholesale establishments primarily engaged in selling wrapping paper and other coarse peper; fine peper (writing papers, reproduction peper stock, cover, text, thin, and other fine papers); newsprint and book paper; paperboard; and converted paper products such as bags, boxes, cups, dishes, towels, napkins, tissues, and bottle caps.

Stationery, wallpaper wholesalers.--Merchant wholesale establishments primarily engaged in selling commercial and social stationery, including envelopes, typewriter and mimeograph paper in cut sizes, file cards and folders; and office supplies such as pens, pencils, writing inks, carbon paper, peper clips, typewriter ribbons, greeting cards, and erasers; and embossed and printed wallpaper for use in covering or decorating interior walls and ceilings.

Farm products (raw materials) merchants

Farm products (raw materials) merchants.--Merchant wholesale establishments primarily engaged in selling cotton, grain, hides, skins, raw furs, livestock, leaf tobacco, wool, mohair, horses and mules, and other inedible products such as broomcorn, moss, hair, feathers, bristles, and fibers. This classification includes merchants (including terminal elevators) primarily engaged in selling raw farm products in marketing centers. Dealers buying such products direct from farmers and assembling them at local production points are classified as "assemblers" and not included here.

Other nondurable goods wholesalers

Amusement, sporting goods distributors.--Merchant wholesale establishments primarily engaged in selling cameras and photographic goods (cameras, parts, and accessories, projection apparatus, enlargers, developing and printing room apparatus and accessories, sensitized unexposed photographic supplies and equipment); sporting goods (toys, games, novelties, fireworks, bicycles, sporting goods, and athletic goods); and other recreation goods such as playground equipment, billiard and bowling equipment and supplies; and hobby goods.

Book, magazine, newspaper wholesalers.--Merchant wholesale establishments primarily engaged in selling books, magazines, periodicals, newspapers, and related items.

Coal wholesalers.--Merchant wholesale establishments primarily engaged in selling bituminous coal, anthracite coal, and coke. This includes firms with coal yards as well as those selling goods shipped directly from mine to customer.

Farm supplies wholesalers.--Merchant wholesale establishments primarily engaged in selling mixed and other feeds; fertilizers, fertilizer materials, and agricultural chemicals; seeds (farm, garden, and flower); and miscellaneous farm supplies such as hay, straw, and alfalfa.

Merchant wholesalers, n.e.c.--(Not shown separately in the accompanying table.) Merchant wholesale establishments primarily engaged in selling petroleum products, cut flowers and potted plants; forest products except lumber; inedible oils and fats; textiles and materials other than dry goods; industrial yarns; crude rubber; ores; sponges; artificial leather; wood pulp; artificial flowers; and products not elsewhere classified; and establishments handling a line of merchandise too broad to be included in any of the classifications outlined above.

MONTHLY WHOLESALE TRADE REPORT

U. S. DEPARTMENT OF COMMERCE
Sinclair Weeks, Secretary

BUREAU OF THE CENSUS
Robert W. Burgess, Director

AUGUST 1957

FOR RELEASE
OCTOBER 11, 1957

SALES AND INVENTORIES

Sales

August 1957 sales of merchant wholesalers were estimated at \$10.3 billion, an increase of 4 percent over July 1957 sales, but a decline of 2 percent from August sales a year ago. Sales for the first eight months of 1957 totaled \$78.6 billion, 2 percent higher than in the comparable period of 1956.

Durable goods trades, with sales of \$4.3 billion in August 1957, showed a slight (1%) increase over previous month sales but were down 7 percent from a year ago. The nondurable goods trades, with August sales slightly under \$6.0 billion, reported a 5 percent increase over July 1957, as well as a 2 percent gain over last August. Eight month sales in the nondurable goods trades were 6 percent higher than in the first 8 months of 1956, but sales in the durable goods trades, were off 2 percent during this period.

Clothing, furnishings, footwear wholesalers, up seasonally 49 percent, reported the most significant increase over previous month sales. Large declines from July sales were noted by air conditioning and commercial refrigeration equipment distributors (13%) and fresh fruit, vegetable wholesalers (13%). Farm products (raw materials) merchants registered the principal increase (17%) over year-ago sales. Substantial declines from August 1956 sales levels were reported by lumber, millwork wholesalers (22%), nonferrous metals distributors (18%), iron, steel products dealers (12%), coal wholesalers (12%) and electrical appliances distributors (10%).

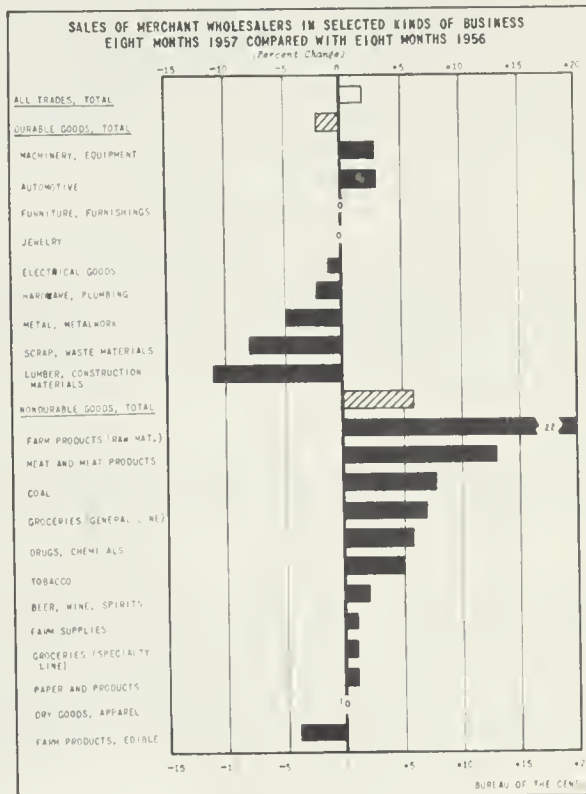
Sales in New England were off slightly (1%) from July but all other geographic divisions showed increases, the East South Central Division leading with a gain of 11 percent. Compared with a year ago, most divisions reported little or no change in sales. However, the West North Central and West South Central Divisions noted 6 and 7 percent increases, respectively.

Inventories

Inventories of wholesalers at the end of August were up 2 percent over the previous month and 4 percent above stocks on hand last August 30. Durable goods trades, in total, reported stocks up 7 percent over last August, while the nondurable goods trades showed no change from year-ago stocks.

The August 1957 stock-sales ratio for all merchant wholesalers was 122 percent--3 points below the July 1957 ratio and 5 points above the ratio for August a year ago. The August stock-sales ratio for durable goods trades was 165 percent compared to 90 percent for the nondurable goods trades.

Most trades indicated little or no change in inventories from a month earlier. However, farm products (raw materials) merchants and coal wholesalers reported sharp increases. Compared with a year ago,



iron, steel products distributors and nonferrous metal distributors noted the principal increases in inventories. Specialty-line grocery wholesalers and piece goods converters showed the sharpest declines from a year ago.

The West South Central and East South Central Divisions, with inventories up 8 and 10 percent respectively, indicated the most significant changes from previous month inventories. Compared with a year ago, all divisions except the Middle Atlantic noted increases in inventories ranging from 2 to 9 percent. However, the Middle Atlantic Division showed no change from last year.

General

This report includes monthly dollar volume estimates of sales of merchant wholesalers by kind of business from January 1956 through August 1957. These data are based on a probability sample representative of all merchant wholesalers in the country. A description of this sample and approximate measures of the reliability of the data are included on pages 2 and 6. Also included in this report are sales and inventory trends and stock-sales ratios by kind of business, for the United States as a whole and by geographic division.

DESCRIPTION OF SAMPLE, ESTIMATING PROCEDURE, AND RELIABILITY OF THE DATA

1. Scope of Survey

This survey is limited to merchant wholesalers, which constitute the major portion of the broad field of wholesale trade, and excludes other types of wholesale trade such as manufacturers sales branches and sales offices; petroleum bulk stations; agents and brokers and assemblers of farm products. All kinds of business in which merchant wholesalers operate are represented in this survey.

Merchant wholesalers are defined in the Standard Industrial Classification Manual issued by the Bureau of the Budget, Executive Office of the President, as "Establishments usually known as wholesalers, merchant wholesalers or jobbers, primarily engaged in buying, taking title to, and where customary, physically storing and handling goods and selling the goods at wholesale principally to retailers and industrial and commercial users. This group also includes industrial and distributors, exporters, and importers, cash-and-carry wholesalers; drop shippers, wagon distributors, etc. The establishments included in this group may perform operations on the goods incidental to the wholesale trading and delivery, such as installing equipment, and fixtures; and collecting and baling waste materials." Firms which, in addition to merchant wholesale establishments, operate other types of establishments, e.g., retail, manufacturing, etc., report in this survey only for their merchant wholesale establishments. A description of each kind-of-business classification shown in this report is included on pages 11 and 12.

2. Sample Design

Firms reporting in the survey are part of a probability sample representing merchant wholesalers in all kinds of business. The sample, which includes over 17,000 firms (about 26,000 establishments) is drawn from two sources: (1) 1954 Census of Business lists representing all wholesalers (with paid employees) in business in 1954 and (2) Bureau of Old Age and Survivors Insurance (BOASI) lists of wholesalers (with paid employees) entering business (or requesting new Employer Identification Numbers) since 1954. The sample is supplemented twice a year for new firms on the BOASI lists.

The reporting panel includes a fixed panel of about 1,400 very large firms reporting monthly and four rotating panels each containing about 3,900 smaller firms which report every fourth month. In any given month, the total reporting panel includes about 5,300 firms.

The number of firms selected in the sample for each kind of business varies from 150 to 650 firms, depending upon (a) the total number of firms in the trade, (b) the distribution of firms within the trade by sales size, and (c) whether geographic division trends are to be shown for the trade. In those kinds of business for which percentage changes are shown by geographic division, the sample chosen for the national estimates was increased by about 50 percent to provide wider representation by geographic division. In some of these trades, however, data are not shown separately for some geographic divisions because even this increase in the sample size will not provide reliable results in all geographic divisions.

3. Published Data

Sales.--This report includes monthly dollar volume estimates of sales by kind of business for the United States as a whole (Table 1) and sales trends (percent changes) derived from these estimates (Table 2). Sales trends are shown in Table 2 for some detailed kind of businesses for which estimates are not shown separately in Table 1. For these kinds of business the trends are based only on the weighted sales of identical firms (i.e., firms reporting data for each of the months for which comparisons are made). Sales trends by geographic division are also shown for selected kinds of business (Table 3). In Table 3 the trends for geographic division also are based on weighted sales of identical firms.

Sales include sales of merchandise and receipts from repairs or other services to customers after deducting returns and allowances, and discounts. Sales of merchandise for others on a commission basis are also included. Local and State sales taxes, and Federal excise taxes are included.

Inventories.--This report presents inventory trends by kind of business for the United States as a whole (Table 2) and by geographic division (Table 3). These inventory trends are based on the weighted inventories of identical firms (i.e., firm reporting data for each of the months compared).

Inventories represent stocks, at cost, of merchandise on hand for sale at the end of the month.

Stock-sales ratios.--These are presented by kind of business for the United States as a whole (Table 2) and by geographic division (Table 3). The stock-sales ratios are percentages derived by dividing weighted stocks, at cost, by weighted sales for only those firms reporting inventories in conjunction with sales in all three periods compared. Excluded from these ratios were all firms which report "zero" inventories (e.g., drop shippers). No adjustment is made in these calculations for the markup of sales, which varies from trade to trade. Stock-sales ratios for previous months shown in the current report may differ from those published in previous reports since the reporting panel varies.

4. Estimating Procedure

Each firm selected in the sample has an assigned weight which reflects its probability of selection in the sample. Large firms are selected with certainty, this having a weight of one (1). Other firms are sampled at varying rates, depending upon size, with smaller firms having a lower probability of selection and thus a larger weight.

For most firms reporting, data are available for each of three months (current, previous, and year ago). New firms reporting provide data for at least two months (current and previous). Sales and inventory figures reported for each firm are multiplied by its weight (the reciprocal of its probability of selection) and the results summarized to obtain the dollar volume estimates, percentage changes and stock-sales ratios shown in this report.

Volume estimates.--The summation of the weighted reports of sales for each monthly panel provides unbiased dollar volume estimates, by kind of business, for two months--the current month and the preceding month. However, the published estimate is a "composite" of two estimates (a) the unbiased estimate for the current month obtained from the summation of the current month reports and (b) a ratio estimate obtained by multiplying the "composite" estimate for the previous month by the ratio of the current month unbiased to previous month unbiased estimates obtained from the summation of the current reports. The unbiased estimate (a) receives a weight of .3 while the ratio estimate (b) receives a weight of .7. The resulting weighted average provides a "composite" estimate of the dollar volume of sales considerably more reliable than either of the two estimates taken alone. The estimates shown for January-June 1956 were not obtained in this manner. Since unbiased estimates were not available for this period from the new sample which was introduced in July 1956, monthly estimates prior to that date were calculated by dividing the "composite" estimates for January-June 1957 by the year-to-year ratio for each of these months obtained from weighted reports of identical firms.

Percentage changes.--Two types of percentage change figures are presented in this report, viz., (1) percentage changes derived from dollar volume estimates (2) percent changes based on the weighted data from identical firms (i.e., those reporting data for each of the months for which comparisons are made). The percentage changes based on identicals however, should not be regarded as an unbiased measure of percentage change. Since only those establishments reporting in both periods compared are included, the net change due to births and deaths is not reflected in the ratios shown.

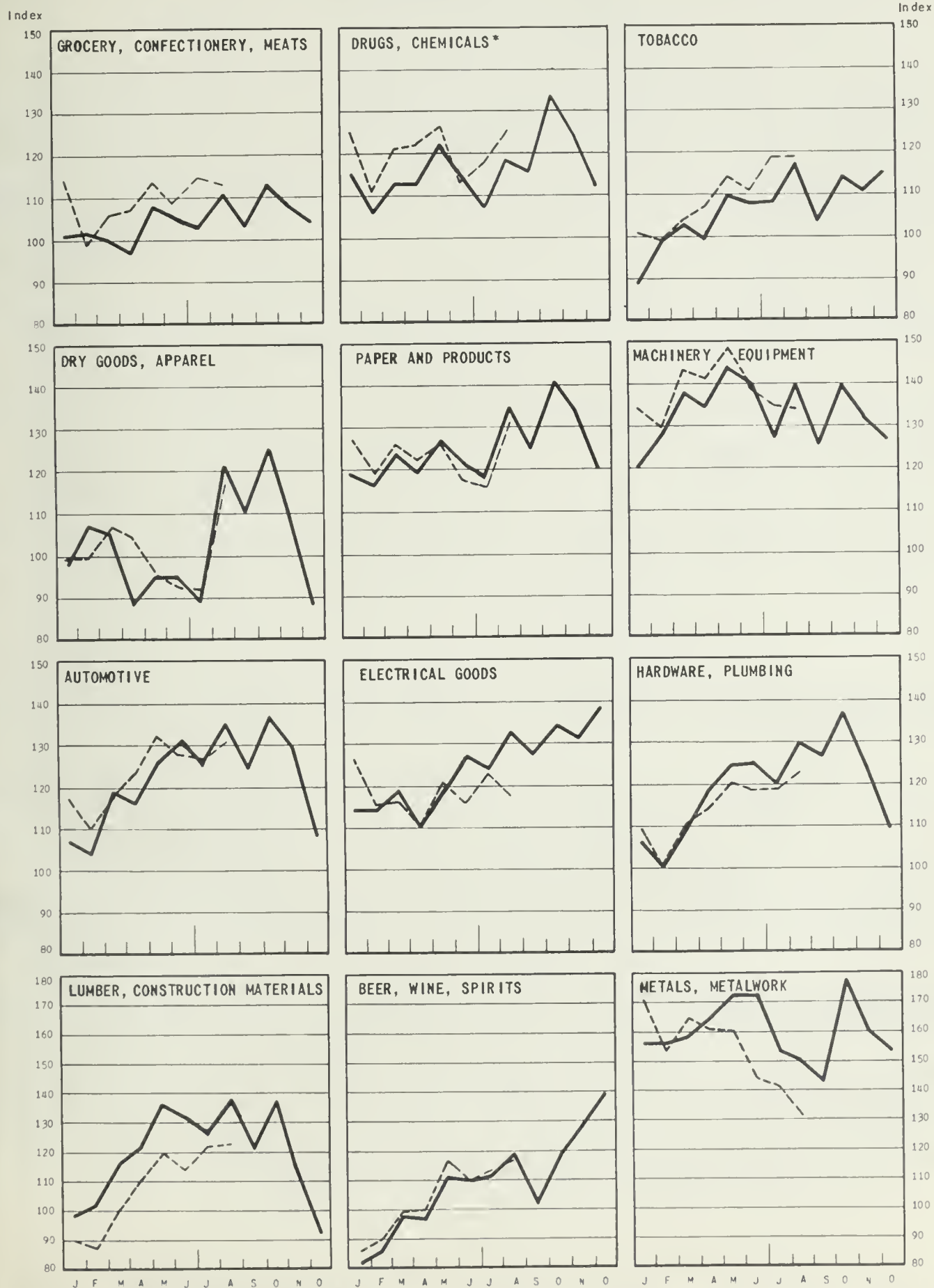
5. Reliability of the Data

Estimates based on a sample are subject to sampling variability and thus are not expected to be in exact agreement with a complete census taken with the same enumeration procedures. For all trades combined, the sampling variability of the "composite" sales estimates for any individual month, is less than one percent at the one sigma level. That is to say, the chances are about two out of three that the estimated sales shown would differ by less than one percent from the results of a complete enumeration. The variability of estimates for kind-of-business groups and individual kinds of business is generally higher than for total merchant wholesale trade but for most trades the sampling variability is less than 5 percent at the one sigma level. Table 1A presents these sampling variabilities of the estimates for February, March, April and May 1957. Since these measures are also subject to sampling variability they should be regarded as giving a general rather than exact idea of the variability due to sampling. The sampling variability of the ratios based on weighted identicals has not been evaluated. However, where these ratios are based on a small number of reports (viz., trends by geographic division) the sampling variability is usually quite high.

These measures do not include biases that may arise from other nonsampling errors, such as failure of respondent to submit correct figures or to submit a report in time for tabulation. In preparing the dollar volume estimates, an estimate is included for those firms that fail to respond. To the extent that the estimates for these firms may differ from the actual figures, nonresponse affects the reliability of the dollar volume estimate. As a result, dollar volume estimates are not published separately in a few trades where the nonresponse rate was considered too high to provide reliable level estimates. Approximately 11 percent of the total sales in May 1957 were imputed for nonresponse.

SALES OF MERCHANT WHOLESALERS—KINDS OF BUSINESS 1956 AND 1957

1954 MONTHLY AVERAGE = 100

 1956 = ———
 1957 = - - - -


* July through November 1956 revised.

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DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS

Table 1.--ESTIMATED MONTHLY SALES OF MERCHANT WHOLESALERS--UNITED STATES, BY KIND OF BUSINESS

JANUARY 1956 - AUGUST 1957

(Sales in millions of dollars)

Kind of business	1956												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	1956
MERCHANT WHOLESALERS, TOTAL.....	9,032	9,172	9,571	9,296	10,144	9,894	9,408	10,498	9,790	11,211	10,435	9,944	118,395
DURABLE GOODS, TOTAL.....	3,994	4,085	4,372	4,346	4,680	4,589	4,219	4,638	4,331	4,895	4,501	4,192	52,842
Automotive wholesalers.....	353	344	396	384	417	434	411	436	410	453	428	358	4,824
Automotive equipment, tire-tube wholesalers....	280	276	318	306	333	351	344	365	344	386	366	296	3,965
Electrical, electronics, appliance distributors..	603	602	627	580	616	668	641	690	661	700	692	727	7,807
Electrical apparatus, supplies distributors....	272	285	297	295	319	350	326	336	317	338	328	344	3,807
Electrical appliances, TV, radio sets, electronic parts, distributors.....	331	317	330	285	297	318	315	354	344	362	364	383	4,000
Furniture, home furnishings wholesalers.....	184	193	212	194	199	197	181	223	216	250	234	210	2,493
Home furnishings, floor coverings wholesalers..	125	133	147	133	134	131	118	145	144	170	162	139	1,681
Hardware, plumbing-heating goods wholesalers....	387	366	404	432	455	458	441	477	463	501	453	398	5,235
Hardware wholesalers.....	175	176	184	198	206	209	189	205	196	212	198	179	2,327
Plumbing, heating equipment, supplies distrib- utors.....	212	190	220	234	249	249	252	273	266	289	255	219	2,908
Lumber, construction materials distributors.....	540	560	636	669	743	725	705	769	675	759	624	511	7,916
Lumber, millwork wholesalers.....	337	338	361	373	410	398	392	433	363	402	327	279	4,413
Construction materials distributors.....	203	222	275	296	333	327	313	336	312	357	297	232	3,503
Machinery, equipment, supplies distributors.....	1,004	1,073	1,158	1,120	1,210	1,170	1,063	1,173	1,048	1,170	1,104	1,054	13,347
Industrial machinery, equipment, supplies distributors.....	506	541	574	523	569	522	493	546	483	566	564	548	6,435
Professional equipment, supplies distributors..	70	74	78	74	79	79	83	92	85	92	90	84	980
Service establishment supply houses.....	105	103	102	108	116	111	97	112	111	116	104	98	1,283
Metals, metalwork (except scrap) distributors....	438	437	442	460	483	483	438	428	405	501	447	428	5,390
Iron, steel and products distributors.....	276	282	303	312	325	325	306	287	274	346	306	269	3,611
Nonferrous metals distributors.....	162	155	139	148	158	158	132	141	131	155	141	159	1,779
Scrap, waste materials dealers.....	425	439	419	434	470	385	280	361	366	457	420	408	4,864
Iron, steel scrap dealers.....	267	275	261	267	304	248	167	231	238	306	291	283	3,138
Waste materials dealers.....	158	164	158	167	166	137	113	130	128	151	129	125	1,726
NONDURABLE GOODS, TOTAL.....	5,038	5,087	5,199	4,950	5,464	5,305	5,189	5,860	5,459	6,316	5,934	5,752	65,553
Grocery, confectionery, meat wholesalers.....	1,459	1,479	1,442	1,405	1,560	1,517	1,498	1,606	1,489	1,630	1,556	1,505	18,146
General-line grocery wholesalers.....	613	624	631	602	667	648	620	669	639	690	657	630	7,690
Specialty-line grocery wholesalers.....	561	583	537	528	587	588	585	620	553	606	578	571	6,897
Confectionery wholesalers.....	46	48	50	45	48	46	45	50	47	52	54	51	582
Meat, meat products wholesalers.....	239	224	224	230	258	235	248	267	250	282	267	253	2,977
Farm products (edible) distributors.....	354	361	384	393	451	469	465	416	345	376	397	409	4,820
Poultry, poultry products distributors.....	132	116	122	120	131	131	124	133	120	127	148	149	1,553
Fresh fruit, vegetable wholesalers.....	222	245	262	273	320	338	341	283	225	249	249	260	3,267
Beer, wine, distilled spirits wholesalers.....	385	406	459	454	532	520	532	565	482	572	606	657	6,170
Beer, ale distributors.....	151	152	166	177	220	229	265	270	197	199	182	198	2,406
Wine, distilled spirits wholesalers.....	234	254	293	277	312	291	267	295	285	373	424	459	3,764
Drugs, chemicals, allied products wholesalers....	322	299	316	316	342	319	301	334	326	375	348	315	3,913
Drug wholesalers (general and specialty lines).	204	191	196	189	202	192	185	208	206	231	223	202	2,429
Industrial chemicals, explosives wholesalers...	95	87	96	100	111	97	89	98	93	116	100	92	1,174
Paint, varnish wholesalers.....	23	21	24	27	29	30	27	28	27	28	25	21	310
Tobacco distributors.....	238	264	275	264	295	289	288	314	275	304	298	308	3,412
Dry goods, apparel wholesalers.....	464	505	496	448	450	450	420	576	524	594	520	419	5,866
Clothing, furnishings, footwear wholesalers....	149	172	176	144	154	137	159	238	206	228	201	146	2,110
Dry goods wholesalers (general and specialty lines).....	183	192	184	182	183	197	170	221	203	223	197	162	2,297
Paper, allied products wholesalers.....	293	286	306	294	313	299	291	332	309	347	331	296	3,697
Paper wholesalers.....	253	247	265	253	273	255	252	287	265	294	280	248	3,172
Amusement, sporting goods wholesalers.....	70	75	93	96	92	99	98	117	116	133	127	116	1,233
Coal wholesalers.....	110	103	87	87	87	99	91	120	118	130	125	117	1,274

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Note: Merchant Wholesalers total and Group totals include data for some kinds of business not shown separately.

Table 1.--ESTIMATED MONTHLY SALES OF MERCHANT WHOLESALERS--UNITED STATES, BY KIND OF BUSINESS--Continued

JANUARY 1956 - AUGUST 1957

(Sales in millions of dollars)

Kind of business	1957								8 months	
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	1957	1956
MERCHANT WHOLESALERS, TOTAL.....	9,945	9,097	9,744	9,834	10,168	9,610	9,916	10,286	78,600	77,015
DURABLE GOODS, TOTAL.....	4,278	3,981	4,292	4,314	4,450	4,243	4,267	4,329	34,154	34,923
Automotive wholesalers.....	389	366	392	408	438	424	421	439	3,277	3,175
Automotive equipment, tire-tube wholesalers.....	321	298	319	334	362	359	363	377	2,733	2,573
Electrical, electronics, appliance distributors....	665	609	613	588	623	614	650	624	4,986	5,027
Electrical apparatus, supplies distributors.....	301	291	293	297	308	315	325	307	2,437	2,480
Electrical appliances, TV, radio sets, electronic parts, distributors.....	364	318	320	291	315	299	325	317	2,549	2,547
Furniture, home furnishings wholesalers.....	189	189	205	212	200	193	185	210	1,583	1,583
Home furnishings, floor coverings wholesalers....	127	128	140	144	135	131	120	135	1,060	1,066
Hardware, plumbing-heating goods wholesalers.....	398	365	405	420	443	435	436	452	3,354	3,420
Hardware wholesalers.....	184	173	191	196	205	196	192	197	1,534	1,542
Plumbing, heating equipment, supplies distrib- utors.....	214	192	214	224	238	239	244	255	1,820	1,879
Lumber, construction materials distributors.....	496	476	551	609	659	628	667	675	4,761	5,347
Lumber, millwork wholesalers.....	295	259	307	330	343	329	343	342	2,548	3,042
Construction materials distributors.....	201	217	244	279	316	299	324	333	2,213	2,305
Machinery, equipment, supplies distributors.....	1,121	1,081	1,194	1,182	1,234	1,166	1,131	1,121	9,230	8,971
Industrial machinery, equipment, supplies distributors.....	590	547	593	540	560	512	509	512	4,363	4,274
Professional equipment, supplies distributors....	78	77	83	85	85	84	89	96	677	629
Service establishment supply houses.....	113	110	113	112	122	116	106	115	907	854
Metals, metalwork (except scrap) distributors.....	478	430	459	452	448	404	396	368	3,435	3,609
Iron, steel and products distributors.....	317	287	312	317	311	275	272	252	2,343	2,416
Nonferrous metals distributors.....	161	143	147	135	137	129	124	116	1,092	1,193
Scrap, waste materials dealers.....	476	393	393	369	328	308	320	361	2,948	3,213
Iron, steel scrap dealers.....	326	266	263	236	199	193	208	232	1,923	2,020
Waste materials dealers.....	150	127	130	133	129	115	112	129	1,025	1,193
NONDURABLE GOODS, TOTAL.....	5,667	5,116	5,452	5,520	5,718	5,367	5,649	5,957	44,446	42,092
Grocery, confectionery, meat wholesalers.....	1,642	1,433	1,530	1,544	1,630	1,579	1,660	1,630	12,648	11,966
General-line grocery wholesalers.....	707	627	655	676	698	676	703	692	5,434	5,074
Specialty-line grocery wholesalers.....	611	521	566	557	591	591	610	593	4,640	4,589
Confectionery wholesalers.....	52	49	53	50	52	49	50	51	406	378
Meat, meat products wholesalers.....	272	236	256	261	289	263	297	294	2,168	1,925
Farm products (edible) distributors.....	357	341	352	394	429	418	442	413	3,146	3,293
Poultry, poultry products distributors.....	121	106	109	124	127	116	129	142	974	1,009
Fresh fruit, vegetable wholesalers.....	236	235	243	270	302	302	313	271	2,172	2,284
Beer, wine, distilled spirits wholesalers.....	408	425	468	472	551	520	543	556	3,943	3,853
Beer, ale distributors.....	158	158	172	193	227	234	269	254	1,665	1,630
Wine, distilled spirits wholesalers.....	250	267	296	279	324	286	274	302	2,278	2,223
Drugs, chemicals, allied products wholesalers.....	350	312	340	344	354	317	331	350	2,698	2,549
Drug wholesalers (general and specialty lines)...	224	199	213	208	214	196	211	222	1,687	1,567
Industrial chemicals, explosives wholesalers....	103	92	102	108	110	93	90	99	797	773
Paint, varnish wholesalers.....	23	21	25	28	30	28	30	29	214	209
Tobacco distributors.....	271	266	280	285	307	297	319	319	2,344	2,227
Dry goods, apparel wholesalers.....	468	472	507	491	457	440	434	556	3,825	3,809
Clothing, furnishings, footwear wholesalera....	145	160	184	182	156	136	151	225	1,339	1,329
Dry goods wholesalers (general and specialty lines).....	192	183	194	190	187	193	186	220	1,545	1,512
Paper, allied products wholesalers.....	313	294	310	302	312	291	287	323	2,432	2,414
Paper wholesalera.....	268	252	265	258	271	250	250	279	2,093	2,085
Amusement, sporting goods wholesalera.....	74	83	96	99	101	104	111	119	787	740
Coal wholesalera.....	120	102	106	105	103	109	99	106	850	784

Note: Merchant Wholesalers total and Group totals include data for some kinds of business not shown separately.

Table 1A.--SAMPLING VARIABILITY--MONTHLY ESTIMATES OF SALES OF MERCHANT WHOLESALERS, BY KIND OF BUSINESS

Kind of business	Sampling error of monthly dollar value of sales				Sampling error of the ratio of sales in two consecutive months	Kind of business	Sampling error of monthly dollar value of sales				Sampling error of the ratio of sales in two consecutive months
	Feb. 1957	Mar. 1957	Apr. 1957	May 1957	March 1957 from February 1957		Feb. 1957	Mar. 1957	Apr. 1957	May 1957	March 1957 from February 1957
	(percent)				(percent)		(percent)				(percent)
MERCHANT WHOLESALERS, TOTAL.....	0.6	0.7	0.4	0.5	0.5	NONDURABLE GOODS, TOTAL.....	0.9	0.8	0.7	0.9	0.7
DURABLE GOODS, TOTAL.....	1.1	1.4	1.0	0.9	0.7	Grocery, confectionery, meat.....	2	2	1	2	2
Automotive.....	3	3	3	3	2	General-line grocery.....	2	2	2	2	2
Automotive equipment, tire-tube....	3	3	4	3	2	Specialty-line grocery.....	4	4	4	4	3
Electrical, electronics, appliances..	2	2	2	2	1	Confectionery.....	4	3	3	3	2
Electrical apparatus, supplies.....	2	2	2	3	2	Meat, meat products.....	4	5	4	4	3
Electrical appliances, TV, radio sets, electronic parts.....	2	4	4	3	2	Farm products (edible).....	3	3	3	3	2
Furniture, home furnishings.....	3	3	4	4	2	Poultry, poultry products.....	5	3	4	5	2
Home furnishings, floor coverings..	4	4	4	4	2	Fresh fruit, vegetables.....	5	4	4	3	2
Hardware, plumbing-heating goods....	2	3	3	3	2	Beer, wine, distilled spirits.....	2	2	2	2	2
Hardware.....	2	3	3	3	2	Beer, ale.....	4	3	4	3	2
Plumbing, heating equipment, supplies.....	3	4	4	4	2	Wine, distilled spirits.....	3	3	3	2	2
Lumber, construction materials.....	3	3	3	2	2	Drugs, chemicals, allied products...	2	2	2	2	1
Lumber, millwork.....	5	6	6	5	3	Drugs (general and specialty lines)	2	2	2	2	2
Construction materials.....	3	3	3	4	2	Industrial chemicals, explosives..	5	4	5	4	2
Machinery, equipment, supplies.....	2	3	2	2	2	Paint, varnish.....	4	4	3	3	3
Industrial machinery, equipment, supplies.....	3	5	4	4	3	Tobacco.....	2	3	2	2	1
Professional equipment, supplies...	3	3	4	3	2	Dry goods, apparel.....	3	3	3	3	2
Service establishment supply houses	5	3	4	4	3	Clothing, furnishings, footwear...	5	5	5	5	3
Metals, metalwork (except scrap)....	2	3	3	3	3	Dry goods (general and specialty lines).....	6	6	6	5	3
Iron, steel and products.....	3	5	4	4	4	Paper, allied products.....	3	2	2	2	1
Nonferrous metals.....	3	3	2	4	1	Paper.....	3	2	2	2	1
Scrap, waste materials.....	2	2	3	3	2	Amusement, sporting goods.....	6	4	4	4	4
Iron, steel scrap.....	3	3	4	4	3	Coal wholesalers.....	5	6	6	6	2
Waste materials.....	4	4	6	6	3						

Note: The above table provides approximate measures of the sampling variability of the dollar volume estimates of sales and of the ratio between sales for the two consecutive months specified. The ratio between sales for two consecutive months generally has a smaller sampling error than the level estimates in those months. These sampling errors are themselves subject to sampling variability and thus should be regarded as giving a general rather than exact idea of the variability due to sampling. Differences from month to month may be due to this error in the estimates of sampling error. Differences may also result from seasonal or cyclical fluctuation in the sales of individual firms (see page 2, for statement on nonsampling errors).

The sampling errors shown above can be converted to a range by the following computation: Multiply the sampling error by the estimate (whether it is a dollar volume estimate or a ratio). Add and subtract the resulting product from the published estimate. The resulting range is expected to include the "expected value" (that is, the value which could be obtained from a complete enumeration) about two out of three times. Doubling the sampling error and repeating the above process will give a range which will include the "expected value" about 19 out of 20 times.

To illustrate the computation of these ranges for monthly dollar volume estimates, consider the estimate made for all durable goods in March 1957. The published estimate is \$4,292 million while the sampling error shown for this month is 1.4 percent (or .014). Multiplying \$4,292 million by .014, we obtain \$60 million. Thus, the chances are two out of three that the "expected value" of the estimate is between \$4,232 and \$4,352 million. Doubling the given sampling error gives us the limits, \$4,172 to \$4,412 million, which will contain the "expected value" 19 out of 20 times.

As an example of the use of these sampling error data with ratios, consider the ratio of change from February 1957 to March 1957 for all durable goods. This ratio of change, obtained by dividing \$4,292 million by \$3,981 million, is 1.08 (it can also be expressed as an 8% increase). The sampling error of this statistic is 0.7 percent (.007). Multiplying 1.08 by .007, we obtain .008 as the standard error of the ratio. There is a probability of two out of three that the "expected ratio" is contained in the range 1.07 to 1.09 while there is a probability of 19 out of 20 that the "expected ratio" is contained in the range 1.06 to 1.10.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS
AUGUST 1957

Kind of business	Sales			Inventory, end-of-month (at cost)		Stock-sales ratios (percent)		
	Percent change			Percent change, August 1957 from--		August 1957	August 1956	July 1957
	August 1957 from--		8 mo. 1957 from 8 mo. 1956	August 1957 from--				
	August 1956	July 1957		August 1956	July 1957			
MERCHANT WHOLESALERS, TOTAL.....	-2	+4	+2	+4	+2	122	117	125
DURABLE GOODS, TOTAL.....	-7	+1	-2	+7	0	165	148	168
Automotive wholesalers.....	+1	+3	+3	+4	0	170	179	184
Motor-vehicle distributors.....	0	-1	-8	+7	0	115	109	111
Automotive equipment, tire-tube wholesalers.....	+3	+4	+6	+4	0	190	197	203
Electrical, electronics, appliance distributors.....	-10	-4	-1	+2	+1	166	147	155
Electrical apparatus, supplies distributors.....	-9	-6	-2	+4	0	152	129	143
Electrical appliances, TV, radio sets, electronic parts, distributors.....	-10	-2	0	+1	+2	184	170	170
Furniture, home furnishings wholesalers.....	-6	+14	0	+1	-1	174	167	209
Furniture wholesalers.....	-1	+16	+2	0	-4	151	157	198
Home furnishings, floor coverings wholesalers.....	-7	+13	-1	+2	+1	195	175	218
Hardware, plumbing-heating goods wholesalers.....	-5	+4	-2	0	0	218	206	226
Hardware wholesalers.....	-4	+3	-1	0	+1	238	230	243
Plumbing, heating equipment, supplies distributors.....	-7	+5	-3	0	0	196	180	207
Lumber, construction materials distributors.....	-12	+1	-11	-4	-4	99	95	106
Lumber, millwork wholesalers.....	-22	0	-16	-4	-4	117	111	126
Construction materials distributors.....	-1	+3	-4	-4	-3	83	79	89
Machinery, equipment, supplies distributors.....	-4	-1	+3	+11	0	178	161	177
Air conditioning, commercial refrigeration equipment, distributors.....	-1	-13	+1	+4	-1	149	126	136
Commercial machines, equipment distributors.....	-4	+1	+5	+10	-2	191	170	185
Industrial machinery, equipment, supplies distributors.....	-6	+1	+2	+11	0	164	144	163
Professional equipment, supplies distributors.....	+4	+8	+8	+12	0	155	152	166
Surgical, medical, hospital supply houses.....	+3	-6	+8	+8	0	114	116	109
Service establishment supply houses.....	+3	+8	+6	-4	0	122	130	133
Metals, metalwork (except scrap) distributors.....	-14	-7	-5	+41	0	224	146	214
Iron, steel and products distributors.....	-12	-7	-3	+43	0	273	184	254
Nonferrous metals distributors.....	-18	-6	-8	+25	-2	94	60	98
Scrap, waste materials dealers.....	0	+13	-8	+2	-5	53	55	60
Iron, steel scrap dealers.....	0	+12	-5	+2	-10	46	51	55
Waste materials dealers.....	-1	+15	-14	+2	+3	67	61	70
Jewelry wholesalers.....	+1	+23	0	+1	+1	202	184	245
NONDURABLE GOODS, TOTAL.....	+2	+5	+6	0	+4	90	93	92
Grocery, confectionery, meat wholesalers.....	+1	-2	+6	-1	-1	71	74	71
General-line grocery wholesalers.....	+3	-2	+7	+4	0	92	93	93
Voluntary groups.....	+4	-2	+6	0	+1	81	85	79
Retailer-cooperative.....	+10	-5	+12	+2	-2	73	79	76
Nonaffiliated.....	+3	+2	+5	+7	+1	107	103	108
Specialty-line grocery wholesalers.....	-4	-3	+1	-10	-2	72	78	71
Confectionery wholesalers.....	+2	+2	+7	+3	+1	57	65	60
Meat, meat products wholesalers.....	+10	-1	+13	+3	-3	17	19	18
Farm products (edible) distributors.....	-1	-7	-4	-2	-3	19	20	18
Poultry, poultry products distributors.....	+7	+10	-3	-9	-4	18	20	20
Fresh fruit, vegetable wholesalers.....	-4	-13	-5	0	-3	19	19	17
Beer, wine, distilled spirits wholesalers.....	-2	+2	+2	+4	-3	103	98	106
Beer, ale distributors.....	-6	-6	+2	+5	-4	51	47	51
Wine, distilled spirits wholesalers.....	+2	+10	+2	+3	-3	160	159	177
Drugs, chemicals, allied products wholesalers.....	+5	+6	+6	+10	+1	158	135	150
Drug wholesalers (general and specialty lines).....	+7	+5	+8	+14	+3	160	152	164
Industrial chemicals, explosives wholesalers.....	+1	+10	+3	0	-1	100	94	102
Paint, varnish wholesalers.....	+4	-3	+2	+13	-3	172	160	174
Tobacco distributors.....	+2	0	+5	+9	+1	53	51	53
Dry goods, apparel wholesalers.....	-3	+28	0	-7	-4	196	167	213
Clothing, furnishings, footwear wholesalers.....	-5	+49	+1	+5	-4	149	148	218
Dry goods wholesalers (general and specialty lines).....	0	+18	+2	-10	-3	166	159	207
Piece goods converters.....	+2	+16	-2	-13	-5	200	213	216
Paper, allied products wholesalers.....	-3	+13	+1	-4	-3	114	111	126
Paper wholesalers.....	-3	+12	0	-4	-3	109	110	122
Stationery, wallpaper wholesalers.....	+4	+19	+5	+4	+1	158	164	177
Farm products (raw materials) merchants.....	+17	+16	+22	-4	+38	97	117	91
Other nondurable goods wholesalers.....	+4	+4	+8	+6	+2	107	105	107
Amusement, sporting goods wholesalers.....	+2	+7	+6	0	-2	165	165	187
Book, magazine, newspaper wholesalers.....	+15	+5	+15	+16	+5	117	87	113
Coal wholesalers.....	-12	+7	+8	+7	+14	133	120	136
Farm supplies wholesalers.....	+6	+15	+5	-2	+3	126	134	146

r Revised.

Table 3.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS

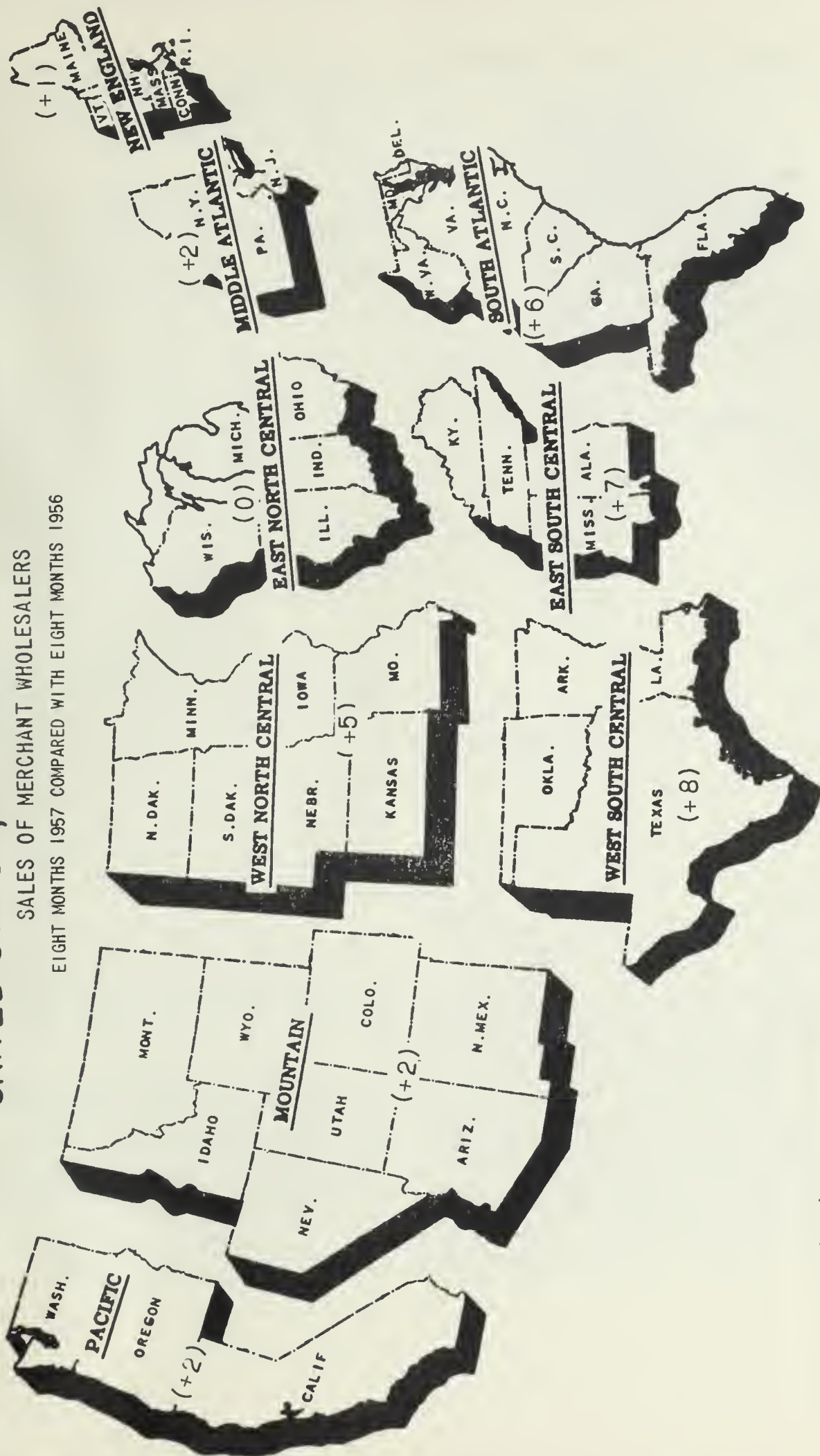
AUGUST 1957

Kind of business and geographic division (See map page 9)	Sales			Inventory, end-of-month		Stock-sales ratios		
	Percent change			(at cost)		(percent)		
	August 1957 from--		8 mo. 1957 from 8 mo. 1956	Percent change, August 1957 from--		August 1957	August 1956	July 1957
	August 1956	July 1957		August 1956	July 1957			
MERCHANT WHOLESALERS, TOTAL.....	-2	+4	+2	+4	+2	122	117	125
New England.....	-2	-1	+1	+9	-1	110	95	104
Middle Atlantic.....	-1	+1	+2	0	0	113	108	114
East North Central.....	+1	+5	0	+6	0	121	116	126
West North Central.....	+6	+8	+5	+2	+3	110	123	116
South Atlantic.....	+1	+3	+6	+4	+1	138	137	145
East South Central.....	0	+11	+7	+4	+10	138	131	135
West South Central.....	+7	+3	+8	+9	+8	134	127	133
Mountain.....	-1	+1	+2	+4	+1	121	115	119
Pacific.....	-2	+1	+2	+6	-1	123	113	123
Automotive equipment, tire-tube wholesalers.....	+3	+4	+6	+4	0	190	197	203
Middle Atlantic.....	-4	-11	+7	+6	0	188	177	198
East North Central.....	+20	+13	+9	+4	+4	164	173	183
West North Central.....	+6	+11	+9	+4	-3	226	235	250
South Atlantic.....	+3	+6	+5	+1	-1	196	202	215
East South Central.....	+11	+7	+7	+5	-2	210	221	231
West South Central.....	+7	-3	+5	+6	-2	249	241	258
Mountain.....	+1	-3	+9	-6	-2	236	253	243
Pacific.....	+2	+4	+4	+9	0	204	195	210
Electrical apparatus, supplies distributors.....	-9	-6	-2	+4	0	152	129	143
New England.....	-14	-10	-11	-1	-4	168	140	158
Middle Atlantic.....	-9	-1	-1	+9	-2	122	99	118
East North Central.....	-13	-2	-9	+8	+3	171	138	163
West North Central.....	-11	-6	+2	+8	-3	169	139	163
South Atlantic.....	-10	-4	-3	-6	-1	154	145	149
East South Central.....	-11	-11	+2	+5	-1	147	124	149
West South Central.....	-16	-19	0	+1	-4	163	137	135
Mountain.....	-6	+4	+5	+20	+3	181	139	180
Pacific.....	-10	-6	+2	-3	+2	139	130	128
Elect. appliances, TV, radio sets, electronic parts distributors...	-10	-2	0	+1	+2	184	170	170
New England.....	+2	+2	+5	+50	-1	138	88	138
Middle Atlantic.....	+10	-1	+1	-12	+2	147	174	141
East North Central.....	-14	+2	-1	+2	+5	212	181	196
West North Central.....	-12	-22	-9	+3	+2	224	185	179
South Atlantic.....	-3	+1	+5	+11	0	223	183	217
East South Central.....	-8	-5	-4	-3	+6	201	188	188
West South Central.....	-15	-16	-8	-7	-1	316	203	246
Pacific.....	+7	+2	+7	+17	+2	164	150	162
Furniture, home furnishings wholesalers.....	-6	+14	0	+1	-1	174	167	209
New England.....	-13	+16	-1	-10	+1	204	212	291
Middle Atlantic.....	-5	+24	+1	-1	+1	177	169	215
East North Central.....	-2	+15	+4	+4	0	165	158	193
West North Central.....	+2	+4	+5	+17	-2	234	210	240
South Atlantic.....	-16	+7	-2	+10	-2	132	109	172
South Central.....	0	+13	-3	-12	-1	166	218	198
Pacific.....	-6	+2	0	+8	-1	161	142	187
Hardware wholesalers.....	-4	+3	-1	0	+1	238	230	243
Middle Atlantic.....	-9	-2	-4	-5	+1	260	231	267
East North Central.....	-6	+6	-1	0	0	228	221	242
West North Central.....	-5	+10	0	-8	-3	226	234	259
South Atlantic.....	-2	+9	+1	+1	+4	241	245	232
East South Central.....	+1	+7	-3	-7	+5	212	230	214
West South Central.....	+5	-4	-2	+7	0	254	253	240
Mountain.....	+4	+1	-5	+6	0	343	347	324
Pacific.....	-7	-2	0	+8	-1	240	206	245
Plumbing, heating equipment, supplies distributors.....	-7	+5	-3	0	0	196	180	207
New England.....	-12	-4	-7	+4	-3	207	146	202
Middle Atlantic.....	-9	+2	-4	+4	0	212	182	222
East North Central.....	-11	+17	-4	-1	0	180	164	207
West North Central.....	-5	+1	-5	+3	-1	224	205	231
South Atlantic.....	0	+4	+2	-2	-1	193	201	205
South Central.....	-3	-4	-2	-3	+1	180	185	174
Pacific.....	-16	+9	-6	-5	+3	227	183	225
Lumber, construction materials distributors.....	-12	+1	-11	-4	-4	99	95	106
New England.....	-16	0	-8	-8	-4	74	68	84
Middle Atlantic.....	-14	+6	-12	0	-2	74	69	84
East North Central.....	-7	+2	-12	-5	-7	104	100	111
West North Central.....	-10	+7	-9	-12	-6	114	95	117
South Atlantic.....	-6	+6	-4	+2	-2	71	67	76
South Central.....	+3	+3	-2	-2	-2	115	114	114
Pacific.....	-25	-1	-18	-1	-3	141	128	159

UNITED STATES, BY GEOGRAPHIC DIVISION

SALES OF MERCHANT WHOLESALERS

EIGHT MONTHS 1957 COMPARED WITH EIGHT MONTHS 1956



UNITED STATES (+2)

Table 3.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS--Continued

AUGUST 1957

Kind of business and geographic division (see map page 9)	Sales			Inventory, end-of-month		Stock-sales ratios		
	Percent change			(at cost)		(percent)		
	Aug. 1957 from--		8 mo. 1957 from 8 mo. 1956	Percent change, Aug. 1957 from--		Aug. 1957	Aug. 1956	July 1957
	Aug. 1956	July 1957		Aug. 1956	July 1957			
Industrial machinery, equipment supplies distributors.....	-6	+1	+2	+11	0	164	144	163
New England.....	+1	+4	+4	+10	+1	267	206	264
Middle Atlantic.....	-5	-3	+9	+5	+1	192	175	185
East North Central.....	-1	+1	+2	+9	+1	141	123	140
West North Central.....	+6	+20	-5	+29	+6	127	94	130
South Atlantic.....	+13	-5	+9	+9	-9	144	117	154
South Central.....	+12	-5	+6	+21	-2	148	133	148
Pacific.....	-7	0	-4	+10	-1	189	161	196
General-line grocery wholesalers.....	+3	-2	+7	+4	0	92	93	93
Middle Atlantic.....	-1	-2	+3	0	+1	118	119	114
East North Central.....	+7	-1	+6	+7	+1	87	88	87
West North Central.....	-1	-3	+3	+8	-2	90	83	90
South Atlantic.....	0	-1	+5	+4	+1	106	100	111
East South Central.....	+8	+3	+6	-5	0	94	111	99
West South Central.....	+5	+6	+8	+7	+1	94	92	95
Mountain.....	+13	+9	+8	-3	+1	91	104	99
Pacific.....	+12	-6	+14	+5	0	73	78	71
Specialty-line grocery wholesalers.....	-4	-3	+1	-10	-2	72	78	71
New England.....	+29	+8	+4	(X)	(X)	(X)	(X)	(X)
Middle Atlantic.....	-4	-10	0	-19	-1	66	71	57
East North Central.....	+9	-5	+5	-8	-6	83	92	82
West North Central.....	-25	0	-1	-23	0	88	78	90
South Atlantic.....	+16	+5	+4	+21	-3	122	112	146
South Central.....	+3	+11	+9	-5	+6	73	85	80
Pacific.....	-2	-8	-1	-7	-3	60	70	58
Fresh fruit, vegetable wholesalers.....	-4	-13	-5	0	-3	19	19	17
New England.....	+7	-14	+2	(X)	(X)	(X)	(X)	(X)
Middle Atlantic.....	+1	-15	-2	+3	-7	9	8	8
East North Central.....	+3	-20	-2	-16	-13	13	18	13
West North Central.....	-2	-32	-8	-2	-2	37	36	31
South Atlantic.....	+7	+4	-1	+2	+6	23	25	22
South Central.....	+3	+9	-3	+18	+3	27	17	27
Pacific.....	-5	-18	-3	-8	+7	49	43	36
Drug wholesalers (general and specialty-lines).....	+7	+5	+8	+14	+3	160	152	164
New England.....	+4	+3	+7	+3	0	128	151	132
Middle Atlantic.....	+2	+11	+6	+4	-2	145	148	163
East North Central.....	+2	+6	+7	+11	+4	163	144	164
West North Central.....	+3	+12	+7	+12	+1	156	143	164
South Atlantic.....	+5	+5	+7	+17	+6	175	158	172
East South Central.....	+7	+3	+9	+7	+5	162	167	161
West South Central.....	+7	+12	+8	+15	+4	191	173	212
Mountain.....	-8	-2	+6	+7	+3	228	192	202
Pacific.....	+4	+2	+9	+18	+5	135	127	131
Tobacco distributors.....	+2	0	+5	+9	+1	53	51	52
New England.....	+10	-3	+6	+25	+3	61	56	56
Middle Atlantic.....	+3	+3	+6	-2	-4	49	51	54
East North Central.....	+4	-1	+7	+10	+2	54	46	52
West North Central.....	+10	-1	+3	+7	+3	57	53	57
South Atlantic.....	+7	+1	+8	+11	+5	48	48	48
South Central.....	0	0	+4	-7	-3	44	46	45
Pacific.....	+5	-2	+8	+16	+6	94	91	81
Dry goods, apparel wholesalers.....	-3	+28	0	-7	-4	196	167	213
New England.....	+6	+39	+1	+4	-4	136	148	183
Middle Atlantic.....	+1	+26	+2	-11	-3	158	164	194
East North Central.....	+11	+36	+7	+21	-4	160	140	226
West North Central.....	-11	+20	-4	-11	-10	197	216	260
South Atlantic.....	-8	+37	-4	-4	-1	191	181	307
South Central.....	+4	+55	-2	-2	-3	180	198	266
Pacific.....	-3	+12	+5	+5	0	187	161	218

X Insufficient data to show separately.

All kinds of business in which merchant wholesalers operate are represented in this survey. The kinds of business shown in this report parallel broad classifications used in the 1954 Census of Business covering wholesale trade. Each establishment in this survey has been assigned a kind-of-business classification based upon its trade designation and an analysis of its sales by commodity lines as reported to the Bureau of the Census. A description of each kind-of-business classification in this report is given below.

DURABLE GOODS

Automotive wholesalers

Motor-vehicle distributors.--Merchant wholesale establishments primarily engaged in selling new and used passenger automobiles and similar motor vehicles, road-type trucks, truck-tractors, buses, trailers, and semitrailers to dealers or to fleet operators, industrial accounts, and to commercial users. Dealers in road-type trucks, truck-tractors, and truck-trailers are included here on the basis of kind-of-goods sold.

Automotive equipment, tire-tube wholesalers.--Merchant wholesale establishments--frequently referred to as jobbers in this trade--primarily engaged in selling automotive equipment, accessories, parts, tires, tubes and garage equipment and tools.

Electrical, electronics, appliance distributors

Electrical apparatus, supplies wholesalers.--Merchant wholesale establishments selling a general line of electrical goods such as electrical equipment and apparatus; wiring supplies and construction materials; lighting fixtures and lamps; radio and television sets and accessories; electric refrigerators and other electrical appliances and specialties; and electronic parts and equipment; and those primarily engaged in selling such electrical equipment and apparatus; wiring supplies and construction materials, and lighting fixtures and lamps, as conduits and fittings, interior wires and cables, wiring devices, safety switches, poles, crossarms, pole-line hardware, outside wires and cables, residential, commercial, and industrial lighting fixtures, and incandescent and fluorescent lamps. Establishments specializing in the sale of electrical prime movers and other electrical power equipment for the generation, transmission, or utilization of electric energy are also included.

Electrical appliances, TV, radio sets, electronic parts distributors.--Merchant wholesale establishments primarily engaged in selling such electrical appliances and specialties as radio and television sets, dish washers, electric refrigerators, electric ranges, washing machines, ironers, radio and television parts and accessories, home freezers, sewing machines, hot water heaters, electric irons, percolators, clocks, hotplates, vacuum cleaners, etc., and electronic tubes, electronic replacement parts and accessories, and transmission and sound equipment.

Furniture, home furnishings wholesalers

Furniture wholesalers.--Merchant wholesale establishments primarily engaged in selling home or office furniture--wooden, metal or other.

Home furnishings, floor coverings wholesalers.--Merchant wholesale establishments primarily engaged in selling household china, glassware, and earthenware; floor coverings (carpets, rugs, linoleums, etc.); antique home furnishings; and miscellaneous home furnishings such as brooms, brushes, curtains, draperies, pictures and picture frames, window shades, kitchen utensils, phonograph records, and musical instruments.

Hardware, plumbing, heating goods wholesalers

Hardware wholesalers.--Merchant wholesale establishments selling a general line of merchandise sufficiently broad to service retail hardware stores and the hardware departments of other outlets--general-line hardware wholesalers; and establishments primarily engaged in selling builders hardware, heavy hardware, shelf or light hardware, and hardware specialties such as tools, cutlery, bolts, nuts, rivets, screws, padlocks, keys, and the like--specialty-line hardware wholesalers.

Plumbing, heating equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling plumbing and heating equipment and supplies such as plumbing fixtures, including sanitary ware; steam and hot water heating boilers, radiators, parts, and fittings; stoves, ranges, furnaces, and other types of heating apparatus (except electric); oil burners; gas appliances and supplies; plumbing pipe, valves, and fittings; and plumbers brass goods.

Lumber, construction materials distributors

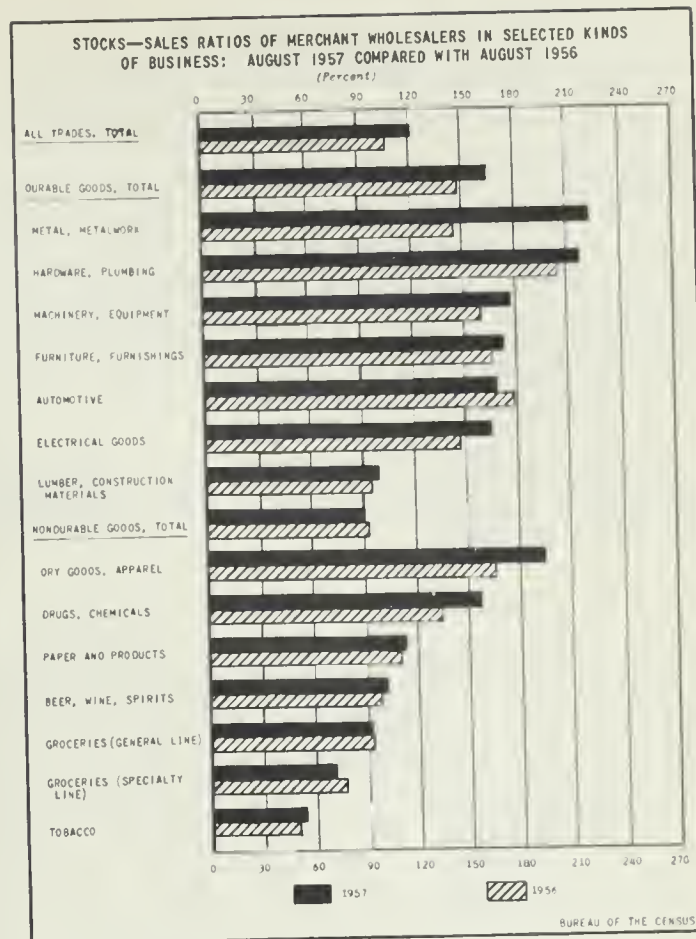
Lumber, millwork wholesalers.--Merchant wholesale establishments primarily engaged in selling lumber and millwork such as rough, dressed, and finished lumber; sheathing, siding, flooring, shingles, plywood, veneers, doors, sashes, frames, interior woodwork and trim.

Construction materials distributors.--Merchant wholesale establishments primarily engaged in selling such construction materials as brick, tile, and terra cotta; cement, lime, and plaster; building glass; sand, gravel, and crushed stone, ready-mixed concrete; roofing, siding and insulation; and stone, slate, concrete products, and building board.

Machinery, equipment, supplies distributors

Air conditioning, commercial refrigeration equipment distributors.--Merchant wholesale establishments primarily engaged in selling commercial refrigeration equipment (including electric) such as refrigerators, display cases, freezers, dispensers, water coolers, food locker equipment; and those selling air conditioning and ventilating equipment and supplies, including fans, blowers, and accessories. Establishments specializing in the sale of commercial refrigeration components and accessories are also included in this classification.

Commercial machines, equipment distributors.--Merchant wholesale establishments primarily engaged in selling office machines and equipment (except furniture) such as adding machines, typewriters, addressing, duplicating, sealing, computing, stapling, accounting, and statistical machines; restaurant and hotel equipment such as coffee urns, steam tables, china, glassware, silverware, linens, and related items; store machines and fixtures such as display fixtures, show racks, pricing equipment, cash registers, scales, meat slicers and grinders, coffee grinders, etc.; and such related equipment as florists' supplies, theater supplies and equipment, and parking meters. Establishments primarily engaged in selling to users are included, as well as those selling to dealers.



Machinery, equipment, supplies distributors--continued

Industrial machinery, equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling machinery, equipment, and supplies to manufacturing and mining concerns. Included here are establishments selling industrial machinery; industrial belting, hose, and packing; machine tools, mine and mill supplies; oil well and oil refining supplies; printing machinery and supplies; industrial rope, cordage, and twine; industrial materials, handling equipment; power transmission equipment; and machinery and equipment for such industries as food products, woodworking, shoe manufacturing, tanning, textile, and paper and pulp.

Professional equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling dental supplies (chairs, sterilizers, cabinets, instruments, dental gold and alloys, waxes, teeth, and the like); religious supplies (church goods and religious articles such as statuary, vestments, fonts, candles, religious pictures, calendars, literature, etc.); school equipment and supplies (desks, blackboards, chalk, rulers, wall and globe maps, etc.); optical goods; surgical, medical, hospital supplies, and equipment; artists supplies; engineering instruments and supplies; and supplies for other professions.

Surgical, medical, hospital supply houses.--Merchant wholesale establishments primarily engaged in selling surgical and medical instruments; doctors apparatus and equipment; orthopedic appliances; artificial limbs; operating room and other hospital equipment; X-ray machines and accessories and other scientific instruments used by physicians and in hospitals.

Service establishment, supply houses.--Merchant wholesale establishments primarily engaged in selling barber and beauty supplies; laundry, dry cleaning equipment, supplies (washing, drying, ironing, and pressing machines; laundry soaps and chemicals; dry cleaning fluids, marking equipment, etc.); shoe service supplies and equipment; undertakers supplies (caskets, burial vaults, burial garments, embalming chemicals and preparations, and other morticians and funeral equipment); upholsterers supplies (fabrics, leather and fillings, and other types of supplies used in the upholstery trade); and miscellaneous service equipment, such as janitors' supplies, furriers' supplies, bootblack's supplies, and hat cleaners' supplies.

Other machinery, equipment supplies distributors (not shown separately in accompanying table).--Merchant wholesale establishments primarily engaged in selling (a) transportation equipment such as aircraft and aeronautical equipment, supplies; railroad equipment, supplies; marine equipment, supplies; and other transportation equipment and supplies; (b) construction machinery, equipment such as road building machinery, excavating and dredging machinery, derricks, cranes, hoists, and winches; and related construction equipment as pneumatic hammers, concrete construction clamps and forms, scaffolding, chutes, and wheelbarrows--but not construction materials, and (c) farm-garden machinery, equipment (including tractors) used in the preparation and maintenance of the soil, the planting and harvesting of crops, and other operations and processes pertaining to agriculture; dairy machinery and equipment, such as milking machines and cream separators; poultry equipment, such as incubators, brooders, and feeders and irrigation equipment.

Metals, metalwork (except scrap) distributors

Iron, steel, and products distributors.--Merchant wholesale establishments usually referred to as steel warehouses--primarily engaged in selling iron and steel products such as semifinished forms and shapes, plates, sheets, strips, bars, structural shapes, piling, nails, tubular products, wire products, forgings and castings. Steel warehouses of firms operating steelworks and rolling mills are also included here.

Nonferrous metals distributors.--Merchant wholesale establishments primarily engaged in selling nonferrous metals and metalwork such as aluminum, copper, tin, brass, lead, and zinc.

Scrap, waste materials dealers

Iron, steel scrap dealers.--Merchant wholesale establishments primarily engaged in assembling, breaking up, sorting, and selling all forms of iron and steel scrap.

Waste materials dealers.--Merchant wholesale establishments primarily engaged in assembling, sorting, and selling such waste materials as nonferrous scrap metals, waste paper, rags, wiping cloths, textile wastes, scrap rubber, and other waste and salvage materials. Scrap iron and steel may be handled as secondary lines.

Jewelry wholesalers

Jewelry wholesalers.--Merchant wholesale establishments primarily engaged in selling a general-or specialty-line of jewelry such as clocks and watches; precious stones and metals; watch materials, jewelers supplies; costume jewelry; and miscellaneous items such as silverware, plated ware, medals, trophies, semiprecious stones, and insignia.

NONDURABLE GOODSGrocery, confectionery, meat wholesalers

General-line grocery wholesalers.--Merchant wholesale establishments handling a general line of dry groceries and processed foods usually sold in retail grocery stores, such as canned foods, flour, sugar, coffee, tea and spices, as well as such nonfood items as household chemicals, soaps and detergents, paper products, brooms, brushes, etc. Voluntary group wholesalers, retailer-cooperative warehouses, and cash-and-carry depots are included, as well as nonaffiliated general-line grocery wholesalers.

Specialty-line grocery wholesalers.--This classification includes two general types of merchant wholesale establishments: Those handling a combination of grocery items, no one item predominating, but not a sufficiently broad line of commodities to be classified as "general line"; and those primarily engaged in selling specialized lines of groceries and related products, such as canned foods; coffee, tea, and spices; dairy products; dried fruits and nuts; frosted and frozen foods; fish and seafood; bakery products; packaged breakfast cereals; flour; cooking oils and shortening; and soft drinks.

Confectionery wholesalers.--Merchant wholesale establishments primarily engaged in selling candy, chewing gum, popcorn, potato chips, salted nuts, fountain fruits and syrups, and related items. Cigars, cigarettes, and other products are also frequently handled as secondary lines.

Meat, meat products wholesalers.--Merchant wholesale establishments primarily engaged in selling fresh, frozen, cured or processed (but not canned) meats, lard, and other edible meat products. Secondary lines such as butter, cheese, eggs, dressed poultry, vegetable shortening, and canned meats are frequently handled.

Farm products (edible) distributors

Poultry, poultry products distributors.--Merchant wholesale establishments primarily engaged in selling live or dressed poultry, eggs, and related products. Establishments primarily engaged in dressing poultry are considered manufacturers.

Fresh fruit, vegetable wholesalers.--Merchant wholesale establishments primarily engaged in selling fresh fruits, vegetables, berries, melons, and related items.

Beer, wine, distilled spirits wholesalers

Beer, ale distributors.--Merchant wholesale establishments primarily engaged in selling beer, ale, porter, stout and other fermented malt liquors. Soft drinks, confectionery, tobacco, wines, and spirits are frequently handled as secondary lines.

Wine, distilled spirits wholesalers.--Merchant wholesale establishments primarily engaged in selling wines, whiskey, gin, rum, brandy, and other spirits, including neutral spirits and ethyl alcohol used in blending. Merchants who bottle and sell wines and distilled spirits manufactured in bulk by others, liquor departments of drug wholesalers, and State-operated wholesale outlets are included. State depots primarily engaged in supplying State liquor stores, however, are not included in wholesale trade.

Drugs, chemicals, allied products wholesalersDrug wholesalers (general and specialty lines)

General-line drug wholesalers (not shown separately).--Merchant wholesale establishments engaged in selling a full line of drugs, pharmaceuticals, proprietary medicines, druggists rubber goods, cosmetics, toiletries, drug sundries, and related merchandise. Cooperatives and voluntary group wholesalers handling a full line of drugs are also included in this classification. Liquor departments of drug wholesalers, however, are included with "wines and distilled spirits wholesalers."

Specialty-line drug wholesalers (not shown separately).--Merchant wholesale establishments primarily engaged in selling proprietary medicines, toilet preparations, and articles such as drugs, perfumes, cosmetics, powders, shaving preparations, toilet soap, dentifrices, combs, brushes, mirrors, medical glass, bandages, rubber goods, and antiseptics.

Drugs, chemicals, allied products wholesalers--Continued

Industrial chemicals, explosives wholesalers.--Merchant wholesale establishments primarily engaged in selling such industrial and heavy chemicals as coal-tar chemicals, plastics, compressed and liquefied gases (except LP gas), acids, ammonia, soda, industrial alcohols, explosives, dyestuffs, naval stores, etc. Concerns primarily engaged in selling pyrotechnics and ammunition for small arms are included in "Amusement and sporting goods wholesalers."

Paint, varnish wholesalers.--Merchant wholesale establishments primarily engaged in selling paints, varnishes, lacquers, enamels, calcimines, shellac, and stains. Glass, wallpaper, painters supplies, oils, chemicals, and related products are frequently handled as secondary lines.

Tobacco distributors

Tobacco distributors.--Merchant wholesale establishments primarily engaged in selling manufactured tobacco products such as cigars, cigarettes, chewing and smoking tobacco, and snuff. Confectionery, smokers articles, razor blades, playing cards, etc., are frequently handled as secondary lines.

Dry goods, apparel wholesalers

Clothing, furnishings, footwear wholesalers.--Merchant wholesale establishments primarily engaged in selling men's, boys' clothing, and furnishings (including suits, coats, overcoats, work clothing, hats and caps, shirts, ties, and underwear); women's, children's clothing, furnishings, and accessories (including suits, dresses, and skirts); fur and fur clothing; millinery, millinery supplies; shoes and other footwear; work clothing; and related lines.

Dry goods wholesalers (general and specialty lines)

General-line dry goods wholesalers (not shown separately).--Merchant wholesale establishments engaged in selling a diversified combination of lines usually sold in retail dry goods and general merchandise stores, including piece goods, home furnishings, work clothing, dresses, infants' wear, notions, and hosiery. Men's and women's clothing, furnishings, and millinery frequently constitute secondary lines.

Specialty-line dry goods wholesalers (not shown separately).--Merchant wholesale establishments primarily engaged in selling hosiery, underwear, piece goods, knit and lace goods, fancy linen and needlework and notions (thread, tapes, needles, pins, buttons, hair accessories, zippers, and shoe laces).

Piece goods converters.--Merchant wholesale establishments which purchase textiles in the gray or unfinished form, have them dyed and/or finished by others, usually on a contract basis, and sell to the cutting-up trade, garment makers, wholesalers, or retailers. Converters operating bleaching, dyeing, and finishing plants are not considered as merchant wholesalers.

Paper, allied products wholesalers

Paper wholesalers.--Merchant wholesale establishments primarily engaged in selling wrapping paper and other coarse paper; fine paper (writing papers, reproduction paper stock, cover, text, thin, and other fine papers); newsprint and book paper; paperboard; and converted paper products such as bags, boxes, cups, dishes, towels, napkins, tissues, and bottle caps.

Stationery, wallpaper wholesalers.--Merchant wholesale establishments primarily engaged in selling commercial and social stationery, including envelopes, type-writer and mimeograph paper in cut sizes, file cards and folders; and office supplies such as pens, pencils, writing inks, carbon paper, paper clips, type-writer ribbons, greeting cards, and erasers; and embossed and printed wallpaper for use in covering or decorating interior walls and ceilings.

Farm products (raw materials) merchants

Farm products (raw materials) merchants.--Merchant wholesale establishments primarily engaged in selling cotton, grain, hides, skins, raw furs, livestock, leaf tobacco, wool, mohair, horses and mules, and other inedible products such as broomcorn, moss, hair, feathers, bristles, and fibers. This classification includes merchants (including terminal elevators) primarily engaged in selling raw farm products in marketing centers. Dealers buying such products direct from farmers and assembling them at local production points are classified as "assemblers" and not included here.

Other nondurable goods wholesalers

Amusement, sporting goods distributors.--Merchant wholesale establishments primarily engaged in selling cameras and photographic goods (cameras, parts, and accessories, projection apparatus, enlargers, developing and printing room apparatus and accessories, sensitized unexposed photographic supplies and equipment); sporting goods (toys, games, novelties, fireworks, bicycles, sporting goods, and athletic goods); and other recreation goods such as playground equipment, billiard and bowling equipment and supplies; and hobby goods.

Book, magazine, newspaper wholesalers.--Merchant wholesale establishments primarily engaged in selling books, magazines, periodicals, newspapers, and related items.

Coal wholesalers.--Merchant wholesale establishments primarily engaged in selling bituminous coal, anthracite coal, and coke. This includes firms with coal yards as well as those selling goods shipped directly from mine to customer.

Farm supplies wholesalers.--Merchant wholesale establishments primarily engaged in selling mixed and other feeds; fertilizers, fertilizer materials, and agricultural chemicals; seeds (farm, garden, and flower); and miscellaneous farm supplies such as hay, straw, and alfalfa.

Merchant wholesalers, n.e.c.--(Not shown separately in the accompanying table.) Merchant wholesale establishments primarily engaged in selling petroleum products, cut flowers and potted plants; forest products except lumber; inedible oils and fats; textiles and materials other than dry goods; industrial yarns; crude rubber; ores; sponges; artificial leather; wood pulp; artificial flowers; and products not elsewhere classified; and establishments handling a line of merchandise too broad to be included in any of the classifications outlined above.

MONTHLY WHOLESALE TRADE REPORT

U. S. DEPARTMENT OF COMMERCE
Sinclair Weeks, Secretary

BUREAU OF THE CENSUS
Robert W. Burgess, Director

SEPTEMBER 1957

FOR RELEASE
NOVEMBER 14, 1957

SALES AND INVENTORIES

Sales

September 1957 sales of merchant wholesalers were estimated at \$9.8 billion, a decrease of 4 percent from August 1957 sales, but no change from September sales a year ago. Cumulative sales for the first nine months of 1957, totaling \$88.3 billion, were 2 percent higher than in the comparable period of 1956.

Durable goods trades, with sales of \$4.2 billion in September 1957, showed small declines from the previous month (2%) as well as a year ago (3%). The nondurable goods trades, with September sales of \$5.6 billion, reported a 5 percent decrease from August 1957, but were up 2 percent over last September. While sales in the nondurable goods trades at \$49.9 billion, were 5 percent higher than in the first 9 months of 1956, sales in the durable goods trades, at \$38.4 billion were off 2 percent during this period.

Jewelry wholesalers, up 16 percent, registered the most notable increase over August 1957 sales. Substantial declines from last month were shown by beer, ale distributors (19%), air conditioning, commercial refrigeration equipment distributors (17%), waste materials dealers (17%) and fresh fruit, vegetable wholesalers (13%). Most large decreases from September 1957 sales were reported by durable goods trades such as nonferrous metals distributors (18%), iron, steel products distributors (16%), waste materials dealers (16%) and lumber millwork wholesalers (15%). Most of the year-ago gains occurred in the nondurable goods trades such as book, magazine, newspaper wholesalers (20%), drug wholesalers (17%) and confectionery wholesalers (17%). However, professional equipment, supplies distributors, among the durable goods trades, showed a 16 percent increase over last year sales.

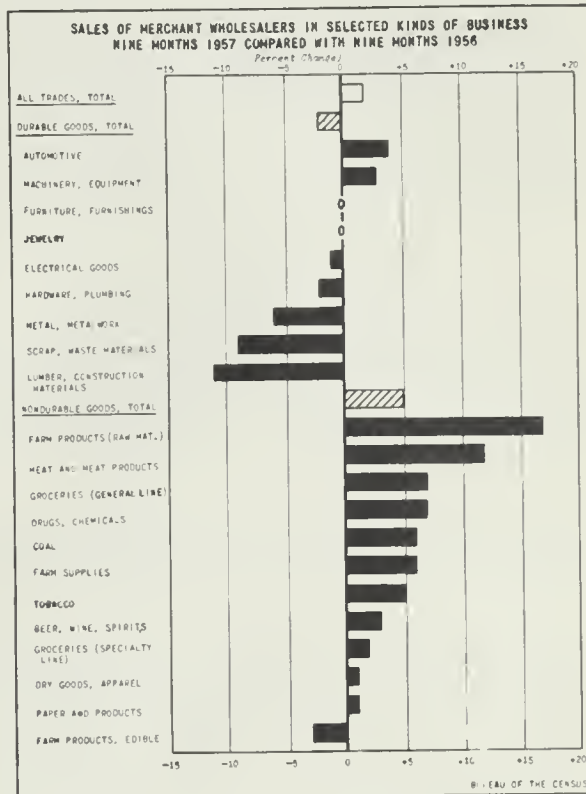
Sales in all geographic divisions fell below their August levels, the sharpest decline, 11 percent being reported in the West South Central Division. Compared with a year ago, the West North Central Division noted the principal gain, 8%.

Inventories

Inventories of wholesalers at the end of September were up slightly (1%) over August and were 4 percent above stocks on hand a year ago. Stocks in the durable goods trades were 7 percent higher than last September, while nondurable goods were up only 1 percent.

The September 1957 stock-sales ratio of 135 percent for all merchant wholesalers was 6 points above the August ratio and 2 points higher than the ratio for September a year ago. The September stock-sales ratio for durable goods trades was 178 compared to the nondurable goods trades ratio of 101.

Most trades reported little or no change from the August inventory level. Coal wholesalers, up 8 per-



cent, noted the largest change. Significant changes from a year ago were indicated by iron, steel products distributors, up 48 percent, and by piece goods converters and waste materials dealers whose inventories were off 14 and 13 percent, respectively.

By geographic division, changes from previous month inventory levels ranged from a 3 percent decline in the East South Central Division to a 5 percent increase in the South Atlantic Division. However, all but two divisions reflected higher inventories than a year ago. The West North Central and East South Central Divisions reported no change from September 1957 stocks.

General

This report includes monthly dollar volume estimates of sales of merchant wholesalers by kind of business from January 1956 through August 1957. These data are based on a probability sample representative of all merchant wholesalers in the country. A description of this sample and approximate measures of the reliability of the data are included on pages 2 and 6. Also included in this report are sales and inventory trends and stock-sales ratios by kind of business, for the United States as a whole and by geographic division.

DESCRIPTION OF SAMPLE, ESTIMATING PROCEDURE, AND RELIABILITY OF THE DATA

1. Scope of Survey

This survey is limited to merchant wholesalers, which constitute the major portion of the broad field of wholesale trade, and excludes other types of wholesale trade such as manufacturers sales branches and sales offices; petroleum bulk stations; agents and brokers and assemblers of farm products. All kinds of business in which merchant wholesalers operate are represented in this survey.

Merchant wholesalers are defined in the Standard Industrial Classification Manual issued by the Bureau of the Budget, Executive Office of the President, as "Establishments usually known as wholesalers, merchant wholesalers or jobbers, primarily engaged in buying, taking title to, and where customary, physically storing and handling goods and selling the goods at wholesale principally to retailers and industrial and commercial users. This group also includes industrial and distributors, exporters, and importers, cash-and-carry wholesalers; drop shippers, wagon distributors, etc. The establishments included in this group may perform operations on the goods incidental to the wholesale trading and delivery, such as installing equipment, and fixtures; and collecting and baling waste materials." Firms which, in addition to merchant wholesale establishments, operate other types of establishments, e.g., retail, manufacturing, etc., report in this survey only for their merchant wholesale establishments. A description of each kind-of-business classification shown in this report is included on pages 11 and 12.

2. Sample Design

Firms reporting in the survey are part of a probability sample representing merchant wholesalers in all kinds of business. The sample, which includes over 17,000 firms (about 26,000 establishments) is drawn from two sources: (1) 1954 Census of Business lists representing all wholesalers (with paid employees) in business in 1954 and (2) Bureau of Old Age and Survivors Insurance (BOASI) lists of wholesalers (with paid employees) entering business (or requesting new Employer Identification Numbers) since 1954. The sample is supplemented twice a year for new firms on the BOASI lists.

The reporting panel includes a fixed panel of about 1,400 very large firms reporting monthly and four rotating panels each containing about 3,900 smaller firms which report every fourth month. In any given month, the total reporting panel includes about 5,300 firms.

The number of firms selected in the sample for each kind of business varies from 150 to 650 firms, depending upon (a) the total number of firms in the trade, (b) the distribution of firms within the trade by sales size, and (c) whether geographic division trends are to be shown for the trade. In those kinds of business for which percentage changes are shown by geographic division, the sample chosen for the national estimates was increased by about 50 percent to provide wider representation by geographic division. In some of these trades, however, data are not shown separately for some geographic divisions because even this increase in the sample size will not provide reliable results in all geographic divisions.

3. Published Data

Sales.--This report includes monthly dollar volume estimates of sales by kind of business for the United States as a whole (Table 1) and sales trends (percent changes) derived from these estimates (Table 2). Sales trends are shown in Table 2 for some detailed kind of businesses for which estimates are not shown separately in Table 1. For these kinds of business (identified by * in Table 2) the trends are based only on the weighted sales of identical firms (i.e., firms reporting data for each of the months for which comparisons are made). Sales trends by geographic division are also shown for selected kinds of business (Table 3). In Table 3 the trends for geographic division are based on weighted sales of identical firms; however, sales trends at the United States level are derived from the dollar volume estimates shown in Table 1.

Sales include sales of merchandise and receipts from repairs or other services to customers after deducting returns and allowances, and discounts. Sales of merchandise for others on a commission basis are also included. Local and State sales taxes, and Federal excise taxes are included.

Inventories.--This report presents inventory trends by kind of business for the United States as a whole (Table 2) and by geographic division (Table 3). These inventory trends are based on the weighted inventories of identical firms (i.e., firm reporting data for each of the months compared).

Inventories represent stocks, at cost, of merchandise on hand for sale at the end of the month.

Stock-sales ratios.--These are presented by kind of business for the United States as a whole (Table 2) and by geographic division (Table 3). The stock-sales ratios are percentages derived by dividing weighted stocks, at cost, by weighted sales for only those firms reporting inventories in conjunction with sales in all three periods compared. Excluded from these ratios were all firms which report "zero" inventories (e.g., drop shippers). No adjustment is made in these calculations for the markup of sales, which varies from trade to trade. Stock-sales ratios for previous months shown in the current report may differ from those published in previous reports since the reporting panel varies.

4. Estimating Procedure

Each firm selected in the sample has an assigned weight which reflects its probability of selection in the sample. Large firms are selected with certainty, this having a weight of one (1). Other firms are sampled at varying rates, depending upon size, with smaller firms having a lower probability of selection and thus a larger weight.

For most firms reporting, data are available for each of three months (current, previous, and year ago). New firms reporting provide data for at least two months (current and previous). Sales and inventory figures reported for each firm are multiplied by its weight (the reciprocal of its probability of selection) and the results summarized to obtain the dollar volume estimates, percentage changes and stock-sales ratios shown in this report.

Volume estimates.--The summation of the weighted reports of sales for each monthly panel provides unbiased dollar volume estimates, by kind of business, for two months--the current month and the preceding month. However, the published estimate is a "composite" of two estimates (a) the unbiased estimate for the current month obtained from the summation of the current month reports and (b) a ratio estimate obtained by multiplying the "composite" estimate for the previous month by the ratio of the current month unbiased to previous month unbiased estimates obtained from the summation of the current reports. The unbiased estimate (a) receives a weight of .3 while the ratio estimate (b) receives a weight of .7. The resulting weighted average provides a "composite" estimate of the dollar volume of sales considerably more reliable than either of the two estimates taken alone. The estimates shown for January-June 1956 were not obtained in this manner. Since unbiased estimates were not available for this period from the new sample which was introduced in July 1956, monthly estimates prior to that date were calculated by dividing the "composite" estimates for January-June 1957 by the year-to-year ratio for each of these months obtained from weighted reports of identical firms.

Percentage changes.--Two types of percentage change figures are presented in this report, viz., (1) percentage changes derived from dollar volume estimates (2) percent changes based on the weighted data from identical firms (i.e., those reporting data for each of the months for which comparisons are made). The percentage changes based on identicals however, should not be regarded as an unbiased measure of percentage change. Since only those establishments reporting in both periods compared are included, the net change due to births and deaths is not reflected in the ratios shown.

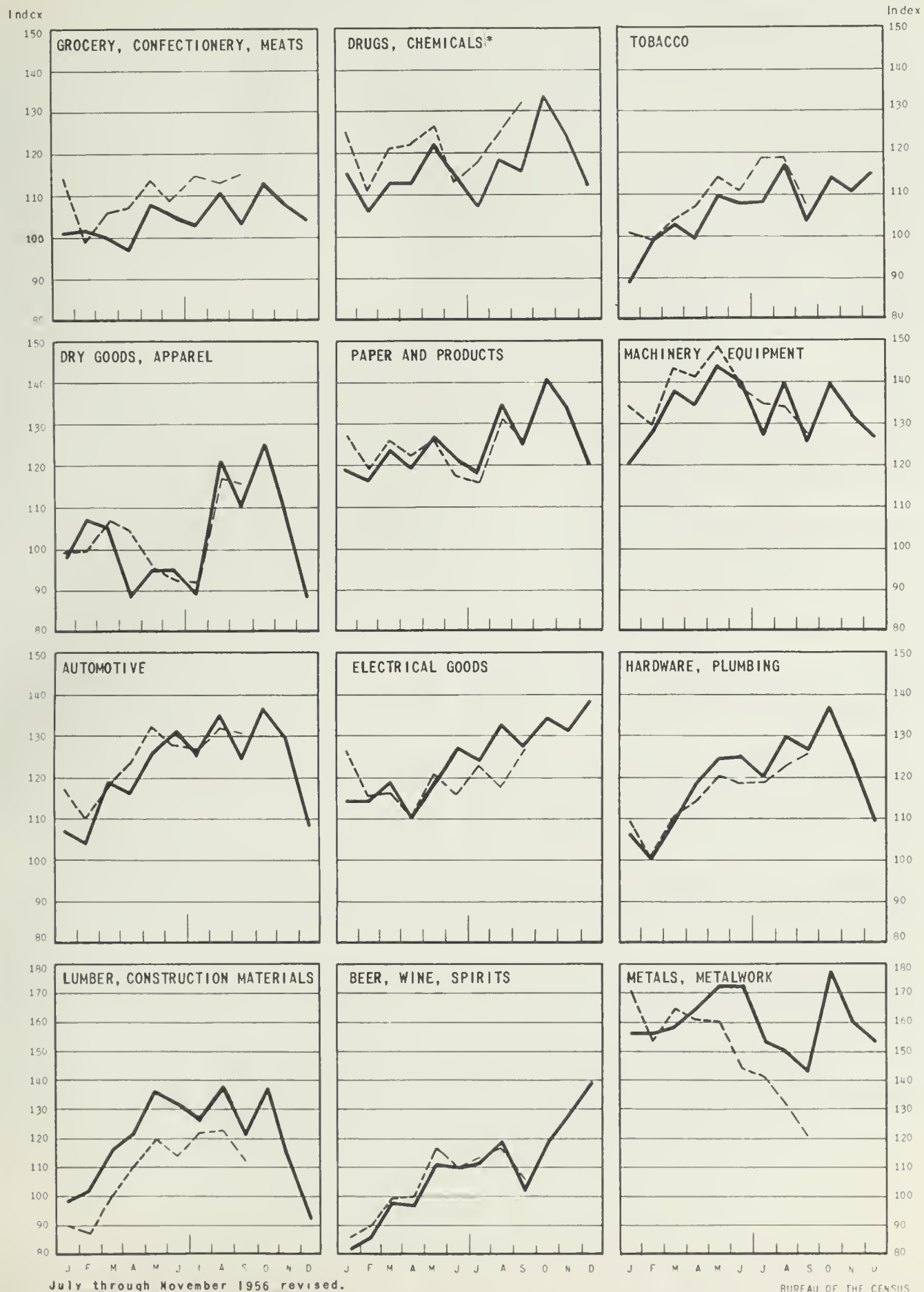
5. Reliability of the Data

Estimates based on a sample are subject to sampling variability and thus are not expected to be in exact agreement with a complete census taken with the same enumeration procedures. For all trades combined, the sampling variability of the "composite" sales estimates for any individual month, is less than one percent at the one sigma level. That is to say, the chances are about two out of three that the estimated sales shown would differ by less than one percent from the results of a complete enumeration. The variability of estimates for kind-of-business groups and individual kinds of business is generally higher than for total merchant wholesale trade but for most trades the sampling variability is less than 5 percent at the one sigma level. Table 1A presents these sampling variabilities of the estimates for February, March, April and May 1957. Since these measures are also subject to sampling variability they should be regarded as giving a general rather than exact idea of the variability due to sampling. The sampling variability of the ratios based on weighted identicals has not been evaluated. However, where these ratios are based on a small number of reports (viz., trends by geographic division) the sampling variability is usually quite high.

These measures do not include biases that may arise from other nonsampling errors, such as failure of respondent to submit correct figures or to submit a report in time for tabulation. In preparing the dollar volume estimates, an estimate is included for those firms that fail to respond. To the extent that the estimates for these firms may differ from the actual figures, nonresponse affects the reliability of the dollar volume estimate. As a result, dollar volume estimates are not published separately in a few trades where the nonresponse rate was considered too high to provide reliable level estimates. Approximately 11 percent of the total sales in May 1957 were imputed for nonresponse.

SALES OF MERCHANT WHOLESALERS—KINDS OF BUSINESS 1956 AND 1957

1954 MONTHLY AVERAGE = 100

 1956 = —
1957 = - - -


DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS

Table 1.--ESTIMATED MONTHLY SALES OF MERCHANT WHOLESALERS--UNITED STATES, BY KIND OF BUSINESS

JANUARY 1956 - SEPTEMBER 1957

(Sales in millions of dollars)

Kind of business	1956												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	1956
MERCHANT WHOLESALERS, TOTAL.....	9,032	9,172	9,571	9,296	10,144	9,894	9,408	10,498	9,790	11,211	10,435	9,944	118,395
DURABLE GOODS, TOTAL.....	3,994	4,085	4,372	4,346	4,680	4,589	4,219	4,638	4,331	4,895	4,501	4,192	52,842
Automotive wholesalers.....	353	344	396	384	417	434	411	436	410	453	428	358	4,824
Automotive equipment, tire-tube wholesalers....	280	276	318	306	333	351	344	365	344	386	366	296	3,965
Electrical, electronics, appliance distributors..	603	602	627	580	616	668	641	690	661	700	692	727	7,807
Electrical apparatus, supplies distributors....	272	285	297	295	319	350	326	336	317	338	328	344	3,807
Electrical appliances, TV, radio sets, electronic parts, distributors.....	331	317	330	285	297	318	315	354	344	362	364	383	4,000
Furniture, home furnishings wholesalers.....	184	193	212	194	199	197	181	223	216	250	234	210	2,493
Home furnishings, floor coverings wholesalers..	125	133	147	133	134	131	118	145	144	170	162	139	1,681
Hardware, plumbing-heating goods wholesalers....	387	366	404	432	455	458	441	477	463	501	453	398	5,235
Hardware wholesalers.....	175	176	184	198	206	209	189	205	196	212	198	179	2,327
Plumbing, heating equipment, supplies distrib- utors.....	212	190	220	234	249	249	252	273	266	289	255	219	2,908
Lumber, construction materials distributors.....	540	560	636	669	743	725	705	769	675	759	624	511	7,916
Lumber, millwork wholesalers.....	337	338	361	373	410	398	392	433	363	402	327	279	4,413
Construction materials distributors.....	203	222	275	296	333	327	313	336	312	357	297	232	3,503
Machinery, equipment, supplies distributors.....	1,004	1,073	1,158	1,120	1,210	1,170	1,063	1,173	1,048	1,170	1,104	1,054	13,347
Industrial machinery, equipment, supplies distributors.....	506	541	574	523	569	522	493	546	483	566	564	548	6,435
Professional equipment, supplies distributors..	70	74	78	74	79	79	83	92	85	92	90	84	980
Service establishment supply houses.....	105	103	102	108	116	111	97	112	111	116	104	98	1,283
Metals, metalwork (except scrap) distributors....	438	437	442	460	483	483	438	428	405	501	447	428	5,390
Iron, steel and products distributors.....	276	282	303	312	325	325	306	287	274	346	306	269	3,611
Nonferrous metals distributors.....	162	155	139	148	158	158	132	141	131	155	141	159	1,779
Scrap, waste materials dealers.....	425	439	419	434	470	385	280	361	366	457	420	408	4,864
Iron, steel scrap dealers.....	267	275	261	267	304	248	167	231	238	306	291	283	3,138
Waste materials dealers.....	158	164	158	167	166	137	113	130	128	151	129	125	1,726
NONDURABLE GOODS, TOTAL.....	5,038	5,087	5,199	4,950	5,464	5,305	5,189	5,860	5,459	6,316	5,934	5,752	65,553
Grocery, confectionery, meat wholesalers.....	1,459	1,479	1,442	1,405	1,560	1,517	1,498	1,606	1,489	1,630	1,556	1,505	18,146
General-line grocery wholesalers.....	613	624	631	602	667	648	620	669	639	690	657	630	7,690
Specialty-line grocery wholesalers.....	561	583	537	528	587	588	585	620	553	606	578	571	6,897
Confectionery wholesalers.....	46	48	50	45	48	46	45	50	47	52	54	51	582
Meat, meat products wholesalers.....	239	224	224	230	258	235	248	267	250	282	267	253	2,977
Farm products (edible) distributors.....	354	361	384	393	451	469	465	416	345	376	397	409	4,820
Poultry, poultry products distributors.....	132	116	122	120	131	131	124	133	120	127	148	149	1,553
Fresh fruit, vegetable wholesalers.....	222	245	262	273	320	338	341	283	225	249	249	260	3,267
Beer, wine, distilled spirits wholesalers.....	385	406	459	454	532	520	532	565	482	572	606	657	6,170
Beer, ale distributors.....	151	152	166	177	220	229	265	270	197	199	182	198	2,406
Wine, distilled spirits wholesalers.....	234	254	293	277	312	291	267	295	285	373	424	459	3,764
Drugs, chemicals, allied products wholesalers....	322	299	316	316	342	319	301	334	326	375	348	315	3,913
Drug wholesalers (general and specialty lines).	204	191	196	189	202	192	185	208	206	231	223	202	2,429
Industrial chemicals, explosives wholesalers...	95	87	96	100	111	97	89	98	93	116	100	92	1,174
Paint, varnish wholesalers.....	23	21	24	27	29	30	27	28	27	28	25	21	310
Tobacco distributors.....	238	264	275	264	295	289	288	314	275	304	298	308	3,412
Dry goods, apparel wholesalers.....	464	505	496	448	450	450	420	576	524	594	520	419	5,866
Clothing, furnishings, footwear wholesalers....	149	172	176	144	154	137	159	238	206	228	201	146	2,110
Dry goods wholesalers (general and specialty lines).....	183	192	184	182	183	197	170	221	203	223	197	162	2,297
Paper, allied products wholesalers.....	293	286	306	294	313	299	291	332	309	347	331	296	3,697
Paper wholesalers.....	253	247	265	253	273	255	252	287	265	294	280	248	3,172
Amusement, sporting goods wholesalers.....	70	75	93	96	92	99	98	117	116	133	127	116	1,233
Coal wholesalers.....	110	103	87	87	87	99	91	120	118	130	125	117	1,274

Table 1.--ESTIMATED MONTHLY SALES OF MERCHANT WHOLESALERS¹--UNITED STATES, BY KIND OF BUSINESS--Continued

JANUARY 1956 - SEPTEMBER 1957

(Sales in millions of dollars)

	1957									9 months	
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	1957	1956
MERCHANT WHOLESALERS, TOTAL.....	9,945	9,097	9,744	9,834	10,168	9,610	9,916	^r 10,197	9,814	^r 88,325	86,805
DURABLE GOODS, TOTAL.....	4,278	3,981	4,292	4,314	4,450	4,243	4,267	4,329	4,222	38,377	39,254
Automotive wholesalers.....	389	366	392	408	438	424	421	439	434	3,720	3,585
Automotive equipment, tire-tube wholesalers.....	321	298	319	334	362	359	363	377	373	3,106	2,917
Electrical, electronics, appliance distributors....	665	609	613	588	623	614	650	624	673	5,659	5,688
Electrical apparatus, supplies distributors.....	301	291	293	297	308	315	325	307	332	2,769	2,797
Electrical appliances, TV, radio sets, electronic parts, distributors.....	364	318	320	291	315	299	325	317	341	2,890	2,891
Furniture, home furnishings wholesalers.....	189	189	205	212	200	193	185	210	216	1,799	1,799
Home furnishings, floor coverings wholesalers....	127	128	140	144	135	131	120	135	142	1,202	1,210
Hardware, plumbing-heating goods wholesalers.....	398	365	405	420	443	435	436	452	463	3,817	3,883
Hardware wholesalers.....	184	173	191	196	205	196	192	197	201	1,735	1,738
Plumbing, heating equipment, supplies distrib- utors.....	214	192	214	224	238	239	244	255	262	2,082	2,145
Lumber, construction materials distributors.....	496	476	551	609	659	628	667	675	613	5,374	6,022
Lumber, millwork wholesalers.....	295	259	307	330	343	329	343	342	307	2,855	3,405
Construction materials distributors.....	201	217	244	279	316	299	324	333	305	2,518	2,617
Machinery, equipment, supplies distributors.....	1,121	1,081	1,194	1,182	1,234	1,166	1,131	1,121	1,071	10,301	10,019
Industrial machinery, equipment, supplies distributors.....	590	547	593	540	560	512	509	512	490	4,853	4,757
Professional equipment, supplies distributors....	78	77	83	85	85	84	89	96	99	776	714
Service establishment supply houses.....	113	110	113	112	122	116	106	115	113	1,020	965
Metals, metalwork (except scrap) distributors.....	478	430	459	452	448	404	396	368	339	3,774	4,014
Iron, steel and products distributors.....	317	287	312	317	311	275	272	252	230	2,573	2,690
Nonferrous metals distributors.....	161	143	147	135	137	129	124	116	108	1,200	1,324
Scrap, waste materials dealers.....	476	393	393	369	328	308	320	361	319	3,267	3,579
Iron, steel scrap dealers.....	326	266	263	236	199	193	208	232	212	2,135	2,258
Waste materials dealers.....	150	127	130	133	129	115	112	129	107	1,132	1,321
NONDURABLE GOODS, TOTAL.....	5,667	5,116	5,452	5,520	5,718	5,367	5,649	^r 5,868	5,591	^r 49,948	47,551
Grocery, confectionery, meat wholesalers.....	1,642	1,433	1,530	1,544	1,630	1,579	1,660	1,630	1,633	14,281	13,455
General-line grocery wholesalers.....	707	627	655	676	698	676	703	692	701	6,135	5,713
Specialty-line grocery wholesalers.....	611	521	566	557	591	591	610	593	600	5,240	5,142
Confectionery wholesalers.....	52	49	53	50	52	49	50	51	55	461	425
Meat, meat products wholesalers.....	272	236	256	261	289	263	297	294	278	2,446	2,175
Farm products (edible) distributors.....	357	341	352	394	429	418	442	413	375	3,521	3,638
Poultry, poultry products distributors.....	121	106	109	124	127	116	129	142	138	1,112	1,129
Fresh fruit, vegetable wholesalers.....	236	235	243	270	302	302	313	271	237	2,409	2,50
Beer, wine, distilled spirits wholesalers.....	408	425	468	472	551	520	543	556	501	4,444	4,335
Beer, ale distributors.....	158	158	172	193	227	234	269	254	205	1,870	1,827
Wine, distilled spirits wholesalers.....	250	267	296	279	324	286	274	302	297	2,575	2,508
Drugs, chemicals, allied products wholesalers.....	350	312	340	344	354	317	331	350	373	3,071	2,875
Drug wholesalers (general and specialty lines)...	224	199	213	208	214	196	211	222	241	1,928	1,773
Industrial chemicals, explosives wholesalers.....	103	92	102	108	110	93	90	99	103	900	866
Paint, varnish wholesalers.....	23	21	25	28	30	28	30	29	28	242	236
Tobacco distributors.....	271	266	280	285	307	297	319	319	288	2,632	2,502
Dry goods, apparel wholesalers.....	468	472	507	491	457	440	434	^r 567	549	4,385	4,333
Clothing, furnishings, footwear wholesalers.....	145	160	184	182	156	136	151	^r 236	212	1,562	1,535
Dry goods wholesalers (general and specialty lines).....	192	183	194	190	187	193	186	220	223	1,768	1,715
Paper, allied products wholesalers.....	313	294	310	302	312	291	287	323	310	2,742	2,723
Paper wholesalers.....	268	252	265	258	271	250	250	279	267	2,360	2,350
Amusement, sporting goods wholesalers.....	74	83	96	99	101	104	111	119	125	912	856
Coal wholesalers.....	120	102	106	105	103	109	99	106	102	952	902

^r Revised¹ Merchant Wholesalers total and Group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding.

Table 1A.--SAMPLING VARIABILITY--MONTHLY ESTIMATES OF SALES OF MERCHANT WHOLESALERS, BY KIND OF BUSINESS

Kind of business	Sampling error of monthly dollar value of sales				Sampling error of the ratio of sales in two consecutive months	Kind of business	Sampling error of monthly dollar value of sales				Sampling error of the ratio of sales in two consecutive months
	Feb. 1957	Mar. 1957	Apr. 1957	May 1957			Feb. 1957	Mar. 1957	Apr. 1957	May 1957	
	(percent)						(percent)				
MERCHANT WHOLESALERS, TOTAL.....	0.6	0.7	0.4	0.5	0.5	NONDURABLE GOODS, TOTAL.....	0.9	0.8	0.7	0.9	0.7
DURABLE GOODS, TOTAL.....	1.1	1.4	1.0	0.9	0.7	Grocery, confectionery, meat.....	2	2	1	2	2
Automotive.....	3	3	3	3	2	General-line grocery.....	2	2	2	2	2
Automotive equipment, tire-tube....	3	3	4	3	2	Specialty-line grocery.....	4	4	4	4	3
Electrical, electronics, appliances..	2	2	2	2	1	Confectionery.....	4	3	3	3	2
Electrical apparatus, supplies....	2	2	2	3	2	Meat, meat products.....	4	5	4	4	3
Electrical appliances, TV, radio sets, electronic parts.....	2	4	4	3	2	Farm products (edible).....	3	3	3	3	2
Furniture, home furnishings.....	3	3	4	4	2	Poultry, poultry products.....	5	3	4	5	2
Home furnishings, floor coverings..	4	4	4	4	2	Fresh fruit, vegetables.....	5	4	4	3	2
Hardware, plumbing-heating goods....	2	3	3	3	2	Beer, wine, distilled spirits.....	2	2	2	2	2
Hardware.....	2	3	3	3	2	Beer, ale.....	4	3	4	3	2
Plumbing, heating equipment, supplies.....	3	4	4	4	2	Wine, distilled spirits.....	3	3	3	2	2
Lumber, construction materials.....	3	3	3	2	2	Drugs, chemicals, allied products...	2	2	2	2	1
Lumber, millwork.....	5	6	6	5	3	Drugs (general and specialty lines)	2	2	2	2	2
Construction materials.....	3	3	3	4	2	Industrial chemicals, explosives..	5	4	5	4	2
Machinery, equipment, supplies.....	2	3	2	2	2	Paint, varnish.....	4	4	3	3	3
Industrial machinery, equipment, supplies.....	3	5	4	4	3	Tobacco.....	2	3	2	2	1
Professional equipment, supplies...	3	3	4	3	2	Dry goods, apparel.....	3	3	3	3	2
Service establishment supply houses	5	3	4	4	3	Clothing, furnishings, footwear...	5	5	5	5	3
Metals, metalwork (except scrap)....	2	3	3	3	3	Dry goods (general and specialty lines).....	6	6	6	5	3
Iron, steel and products.....	3	5	4	4	4	Paper, allied products.....	3	2	2	2	1
Nonferrous metals.....	3	3	2	4	1	Paper.....	3	2	2	2	1
Scrap, waste materials.....	2	2	3	3	2	Amusement, sporting goods.....	6	4	4	4	4
Iron, steel scrap.....	3	3	4	4	3	Coal wholesalers.....	5	6	6	6	2
Waste materials.....	4	4	6	6	3						

Note: The above table provides approximate measures of the sampling variability of the dollar volume estimates of sales and of the ratio between sales for the two consecutive months specified. The ratio between sales for two consecutive months generally has a smaller sampling error than the level estimates in those months. These sampling errors are themselves subject to sampling variability and thus should be regarded as giving a general rather than exact idea of the variability due to sampling. Differences from month to month may be due to this error in the estimates of sampling error. Differences may also result from seasonal or cyclical fluctuation in the sales of individual firms (see page 2, for statement on nonsampling errors).

The sampling errors shown above can be converted to a range by the following computation: Multiply the sampling error by the estimate (whether it is a dollar volume estimate or a ratio). Add and subtract the resulting product from the published estimate. The resulting range is expected to include the "expected value" (that is, the value which could be obtained from a complete enumeration) about two out of three times. Doubling the sampling error and repeating the above process will give a range which will include the "expected value" about 19 out of 20 times.

To illustrate the computation of these ranges for monthly dollar volume estimates, consider the estimate made for all durable goods in March 1957. The published estimate is \$4,292 million while the sampling error shown for this month is 1.4 percent (or .014). Multiplying \$4,292 million by .014, we obtain \$60 million. Thus, the chances are two out of three that the "expected value" of the estimate is between \$4,232 and \$4,352 million. Doubling the given sampling error gives us the limits, \$4,172 to \$4,412 million, which will contain the "expected value" 19 out of 20 times.

As an example of the use of these sampling error data with ratios, consider the ratio of change from February 1957 to March 1957 for all durable goods. This ratio of change, obtained by dividing \$4,292 million by \$3,981 million, is 1.08 (it can also be expressed as an 8% increase). The sampling error of this statistic is 0.7 percent (.007). Multiplying 1.08 by .007, we obtain .008 as the standard error of the ratio. There is a probability of two out of three that the "expected ratio" is contained in the range 1.07 to 1.09 while there is a probability of 19 out of 20 that the "expected ratio" is contained in the range 1.06 to 1.10.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS
SEPTEMBER 1957

Kind of business	Sales*			Inventory, end-of-month (at cost)		Stock-sales ratios (percent)		
	Percent change					September 1957	September 1956	August 1957
	September 1957 from--		Percent change, Sept. 1957 from--					
	September 1956	August 1957	September 1956	August 1957				
MERCHANT WHOLESALERS, TOTAL.....	0	-4	+2	+4	+1	135	133	129
DURABLE GOODS, TOTAL.....	-3	-2	-2	+7	+1	178	163	171
Automotive wholesalers.....	+6	-1	+4	+6	0	199	203	194
Motor-vehicle distributors*.....	+10	-6	-6	+13	-4	134	133	131
Automotive equipment, tire-tube wholesalers.....	+8	-1	+6	+5	+1	215	219	209
Electrical, electronics, appliance distributors.....	+2	+8	-1	+2	+3	164	161	171
Electrical apparatus, supplies distributors.....	+5	+8	-1	+2	+3	157	154	162
Electrical appliances, TV, radio sets, electronic parts, distributors.....	-1	+8	0	+3	+4	173	169	180
Furniture, home furnishings wholesalers.....	0	+3	0	+1	0	181	181	194
Furniture wholesalers*.....	+3	-2	+1	-1	-2	178	188	186
Home furnishings, floor coverings wholesalers.....	-1	+5	-1	+2	0	183	178	197
Hardware, plumbing-heating goods wholesalers.....	0	+2	-2	0	-1	206	204	211
Hardware wholesalers.....	+3	+2	0	-2	-2	227	233	232
Plumbing, heating equipment, supplies distributors.....	-2	+3	-3	+3	+1	186	177	191
Lumber, construction materials distributors.....	-9	-9	-11	-2	-1	129	111	117
Lumber, millwork wholesalers.....	-15	-10	-16	-2	-1	-36	121	126
Construction materials distributors.....	-2	-8	-4	-2	0	121	101	107
Machinery, equipment, supplies distributors.....	+2	-4	+3	+4	+1	188	177	175
Air conditioning, commercial refrigeration equipment, distributors*.....	-3	-17	0	-3	-4	155	162	134
Commercial machines, equipment distributors*.....	+5	-8	+5	+4	+1	179	179	177
Industrial machinery, equipment, supplies distributors.....	+1	-4	+2	+7	+2	184	159	165
Professional equipment, supplies distributors.....	+16	+3	+9	+5	-3	180	193	178
Surgical, medical, hospital supply houses*.....	+12	+1	+9	-5	-4	194	215	198
Service establishment supply houses.....	+1	-6	+6	+12	+3	87	132	85
Metals, metalwork (except scrap) distributors.....	-16	-8	-6	+42	0	241	162	219
Iron, steel and products distributors.....	-16	-9	-4	+48	+1	293	192	261
Nonferrous metals distributors.....	-18	-7	-9	+9	-2	106	89	103
Scrap, waste materials dealers.....	-13	-12	-9	0	-1	63	54	56
Iron, steel scrap dealers.....	-11	-9	-5	+14	-4	52	41	49
Waste materials dealers.....	-16	-17	-14	-13	+2	81	76	66
Jewelry wholesalers*.....	0	+16	0	0	+5	237	247	253
NONDURABLE GOODS, TOTAL.....	+2	-5	+5	+1	+1	101	106	95
Grocery, confectionery, meat wholesalers.....	+10	+1	+6	+1	+1	71	76	68
General-line grocery wholesalers.....	+10	+1	+7	+3	+2	94	100	91
Voluntary groups*.....	+14	0	+7	0	+3	86	95	84
Retailer-cooperative*.....	+11	-1	+12	+5	+3	85	88	79
Nonaffiliated*.....	+8	-3	+5	+5	+1	109	113	108
Specialty-line grocery wholesalers.....	+8	+1	+2	-4	0	68	69	65
Confectionery wholesalers.....	+17	+8	+8	+14	+7	49	60	47
Meat, meat products wholesalers.....	+11	-4	+12	-3	0	18	23	18
Farm products (edible) distributors.....	+9	-9	-3	-9	+4	21	24	19
Poultry, poultry products distributors.....	+15	-3	-2	-8	+2	21	26	20
Fresh fruit, vegetable wholesalers.....	+5	-13	-4	-10	+6	21	23	18
Beer, wine, distilled spirits wholesalers.....	+4	-10	+3	+1	+2	118	119	106
Beer, ale distributors.....	+4	-19	+2	-7	-3	62	66	51
Wine, distilled spirits wholesalers.....	+4	-2	+3	+4	+4	161	162	160
Drugs, chemicals, allied products wholesalers.....	+14	+7	+7	+7	+3	133	136	129
Drug wholesalers (general and specialty lines).....	+17	+9	+9	+10	+4	150	153	145
Industrial chemicals, explosives wholesalers.....	+11	+4	+4	-3	+1	89	95	89
Paint, varnish wholesalers.....	+4	-3	+3	+2	0	148	159	141
Tobacco distributors.....	+5	-10	+5	+4	+4	63	66	54
Dry goods, apparel wholesalers.....	+5	-3	+1	-2	-2	173	184	176
Clothing, furnishings, footwear wholesalers.....	+3	-10	+2	0	-3	173	189	172
Dry goods wholesalers (general and specialty lines).....	+1	+1	+3	+3	-3	157	153	154
Piece goods converters*.....	+6	+3	-1	-14	-1	204	232	236
Paper, allied products wholesalers.....	0	-4	+1	+3	-1	112	114	108
Paper wholesalers.....	+1	-4	0	+2	-2	109	113	106
Stationery, wallpaper wholesalers.....	+4	-2	+5	+10	+1	132	123	126
Farm products (raw materials) merchants ²	+6	-10	+17	0	0	153	153	140
Other nondurable goods wholesalers.....	+5	-5	+8	+3	+1	102	111	95
Amusement, sporting goods wholesalers.....	+8	+5	+7	+14	-2	158	152	165
Book, magazine, newspaper wholesalers*.....	+20	-7	+15	+19	0	128	131	119
Coal wholesalers.....	-14	-4	+6	-2	+8	136	121	132
Farm supplies wholesalers*.....	+5	0	+6	-3	+6	112	129	111

* See text, page 2.

² See page 10 for August 1957 revisions.

Table 3.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS

SEPTEMBER 1957

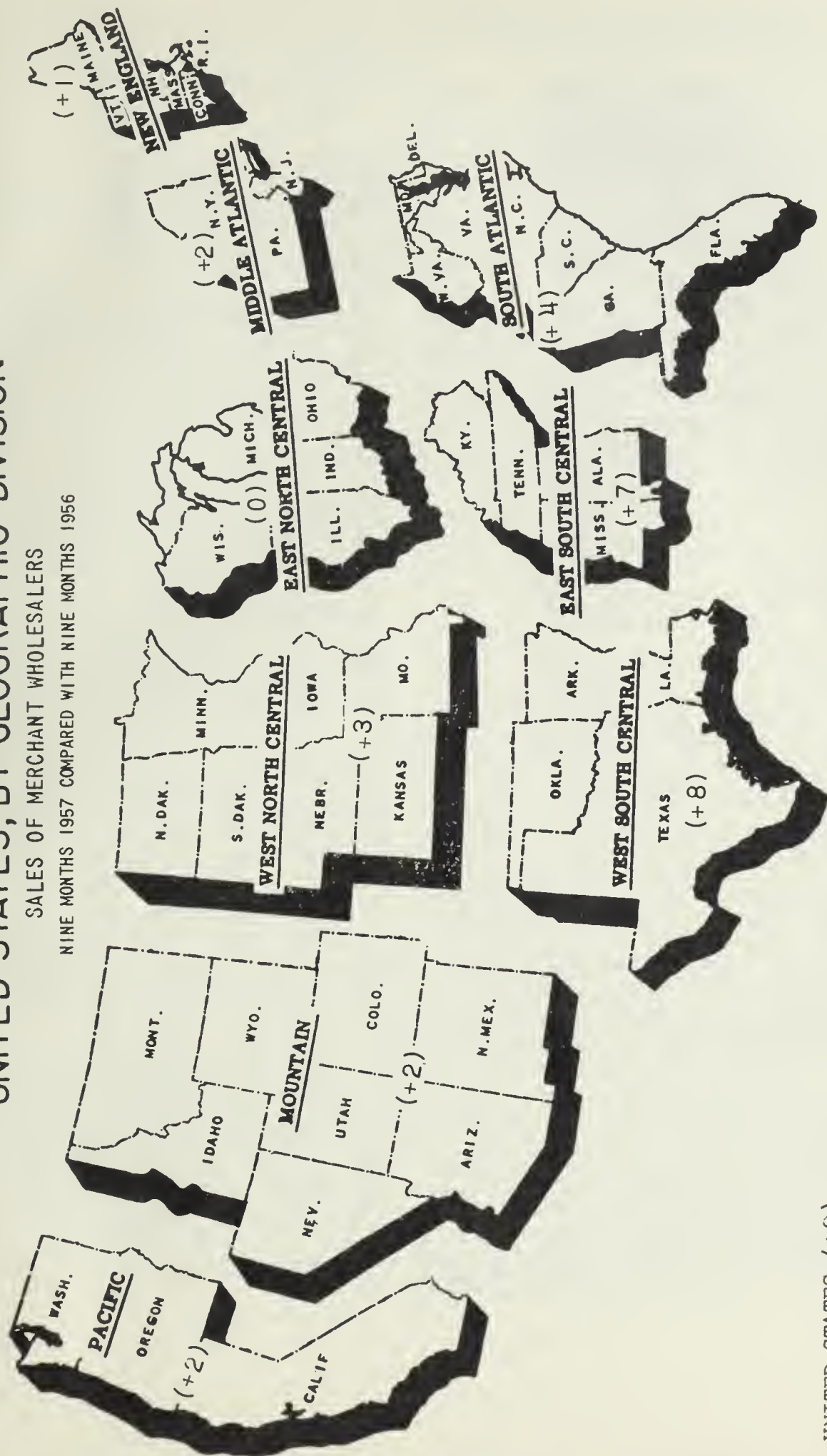
Kind of business and geographic division (See map page 9)	Sales ¹			Inventory, end-of-month		Stock-sales ratios		
	Percent change			(at cost)		(percent)		
	September 1957 from--		9 mo. 1957 from 9 mo. 1956	Percent change, Sept. 1957 from--		September 1957	September 1956	August 1957
	September 1956	August 1957		September 1956	August 1957			
MERCHANT WHOLESALERS, TOTAL.....	0	-4	+2	+4	+1	135	133	129
New England.....	+2	-3	+1	+3	+1	136	131	129
Middle Atlantic.....	+1	-4	+2	+2	0	118	114	112
East North Central.....	+1	-4	0	+6	+1	124	122	118
West North Central.....	+8	-2	+3	0	+1	133	146	130
South Atlantic.....	+4	-2	+4	+3	+5	155	148	144
East South Central.....	+2	-5	+7	0	-3	164	168	163
West South Central.....	+5	-11	+8	+11	0	166	156	152
Mountain.....	+2	-8	+2	+9	+3	138	137	127
Pacific.....	+1	-3	+2	+6	0	146	138	140
Automotive equipment, tire-tube wholesalers.....	+8	-1	+6	+5	+1	215	219	209
New England.....	+5	-2	+9	+3	+4	241	245	228
Middle Atlantic.....	-2	-2	+6	0	-4	221	192	212
East North Central.....	+4	-4	+9	+2	+1	142	161	138
West North Central.....	+20	0	+11	+8	-1	245	272	251
South Atlantic.....	-4	-2	+4	+5	0	239	222	233
East South Central.....	+13	-1	+8	+12	+3	223	229	220
West South Central.....	+16	-7	+6	+7	+3	232	262	213
Mountain.....	+30	-4	+11	(X)	(X)	(X)	(X)	(X)
Pacific.....	+4	+2	+4	-9	-3	227	240	233
Electrical apparatus, supplies distributors.....	+5	+8	-1	+2	+3	157	154	162
New England.....	(X)	+10	(X)	0	+1	168	140	183
Middle Atlantic.....	-5	+12	-1	+6	+2	154	131	153
East North Central.....	+9	+4	-7	+5	+3	149	151	158
West North Central.....	+4	+7	+2	+2	+3	179	184	194
South Atlantic.....	+12	+7	-2	-1	+7	151	151	152
East South Central.....	(X)	-3	(X)	(X)	+8	212	(X)	189
West South Central.....	+14	0	+1	-2	+3	178	207	186
Mountain.....	+15	+5	+7	(X)	(X)	(X)	(X)	(X)
Pacific.....	-1	+9	+1	-8	+3	140	150	149
Elect. appliances, TV, radio sets, electronic parts distributors...	-1	+8	0	+3	+4	173	169	180
Middle Atlantic.....	-4	+7	0	-1	+8	169	162	175
East North Central.....	0	+7	-1	-3	+1	166	171	191
West North Central.....	-10	-3	-9	-1	+7	178	168	168
South Atlantic.....	+9	-1	+6	+13	+3	188	198	188
West South Central.....	-2	-11	-7	+8	+6	215	172	177
Pacific.....	+1	+7	+6	+16	+4	204	201	222
Furniture, home furnishings wholesalers.....	0	+3	0	+1	0	181	181	194
New England.....	-19	-19	-2	(X)	(X)	(X)	(X)	(X)
Middle Atlantic.....	+3	+5	+1	-5	-2	165	171	198
East North Central.....	+6	+1	+4	+6	-1	162	165	175
West North Central.....	+10	+1	+6	0	-1	150	169	157
South Atlantic.....	+11	+4	-1	+11	+4	210	192	205
West South Central.....	+12	+7	0	-5	-2	201	198	206
Mountain.....	-18	-9	-5	(X)	(X)	(X)	(X)	(X)
Pacific.....	-8	-1	-1	+5	+3	186	164	178
Hardware wholesalers.....	+3	+2	0	-2	-2	227	233	232
New England.....	-2	+9	+4	+6	+2	173	165	184
Middle Atlantic.....	+10	+4	-3	+10	+3	217	214	227
East North Central.....	+3	+9	-1	-6	-4	204	219	216
West North Central.....	+4	+2	0	-5	-2	221	241	233
South Atlantic.....	-1	0	+1	+4	-2	251	244	263
East South Central.....	0	-7	-2	-6	-3	217	235	212
West South Central.....	+1	-4	-2	+2	-1	278	275	265
Mountain.....	-12	+1	-5	(X)	(X)	(X)	(X)	(X)
Pacific.....	-10	-6	-1	-6	-4	247	237	237
Plumbing, heating equipment, supplies distributors.....	-2	+3	-3	+3	+1	186	177	191
New England.....	-15	+1	-8	(X)	+4	272	204	254
Middle Atlantic.....	-9	+2	-5	-2	-1	161	152	163
East North Central.....	+3	+4	-3	+16	-1	159	143	170
West North Central.....	+6	+12	-3	-2	-3	192	186	188
South Atlantic.....	-13	-9	0	(X)	+1	179	171	165
East South Central.....	-15	+6	-9	-4	0	131	116	137
West South Central.....	+16	-1	+2	-10	+1	248	305	247
Mountain.....	-5	-5	-6	(X)	(X)	(X)	(X)	(X)
Pacific.....	+6	+11	-4	-4	+3	187	207	183
Lumber, construction materials distributors.....	-9	-9	-11	-2	-1	129	111	117
New England.....	(X)	0	(X)	+5	-3	98	94	96
Middle Atlantic.....	-4	-14	-11	-5	0	135	119	117
East North Central.....	-12	-5	-12	-12	-3	111	108	102
West North Central.....	-1	-1	-9	-3	-8	112	116	127
South Atlantic.....	-1	-10	-3	0	+2	144	137	120
West South Central.....	-3	-11	-3	-4	+3	120	120	110
Pacific.....	-19	-12	-18	+10	+3	112	80	96

See Page 10 for footnotes.

UNITED STATES, BY GEOGRAPHIC DIVISION

SALES OF MERCHANT WHOLESALERS

NINE MONTHS 1957 COMPARED WITH NINE MONTHS 1956



UNITED STATES (+2)

Table 3.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS--Continued

SEPTEMBER 1957

Kind of business and geographic division (see map page 9)	Sales ¹			Inventory, end-of-month		Stock-sales ratios		
	Percent change			(at cost)		(percent)		
	Sept. 1957 from--		9 mo. 1957 from 9 mo. 1956	Percent change, Sept. 1957 from--		Sept. 1957	Sept. 1956	Aug. 1957
	Sept. 1956	Aug. 1957		Sept. 1956	Aug. 1957			
Industrial machinery, equipment supplies distributors.....	+1	-4	+2	+7	+2	184	159	165
East North Central.....	-4	-5	+1	-4	+2	145	128	133
West North Central.....	(X)	-14	(X)	-5	-2	136	192	146
South Atlantic.....	-8	-18	+8	+24	+2	149	137	128
West South Central.....	+1	-6	+4	+18	+1	184	156	170
Pacific.....	-14	-5	-5	+14	+2	187	154	187
General-line grocery wholesalers.....	+10	+1	+7	+3	+2	94	100	91
New England.....	+9	-4	+6	-4	+4	101	110	98
Middle Atlantic.....	+12	-3	+4	+3	-1	93	99	94
East North Central.....	+11	+2	+7	+2	+3	87	95	85
West North Central.....	+10	-1	+4	+5	+4	87	92	82
South Atlantic.....	+6	-4	+5	+2	+4	100	108	95
East South Central.....	+15	-5	+7	+7	+3	107	114	99
West South Central.....	+5	+3	+8	+4	-1	118	122	118
Mountain.....	-8	-14	+6	-2	+2	121	117	101
Pacific.....	+22	+2	+15	+10	-2	72	82	76
Specialty-line grocery wholesalers.....	+8	+1	+2	-4	0	68	69	65
Middle Atlantic.....	-13	-3	-1	-6	-1	67	62	67
East North Central.....	+2	-10	+6	+7	+2	71	74	58
West North Central.....	+18	-6	0	+10	-2	49	52	50
South Atlantic.....	+2	-4	+4	(X)	(X)	(X)	(X)	(X)
Pacific.....	-3	-10	-2	-15	-3	68	78	68
Fresh fruit, vegetable wholesalers.....	+5	-13	-4	-10	+6	21	23	18
New England.....	0	-27	+2	-1	+13	13	14	9
Middle Atlantic.....	-4	-20	-2	-10	+4	11	12	9
East North Central.....	+7	-12	-1	+12	+7	22	23	19
West North Central.....	(X)	-8	(X)	-1	+7	32	46	31
South Atlantic.....	+22	-3	+1	-5	+22	17	21	14
West South Central.....	+5	-9	0	+1	+9	21	21	16
Mountain.....	+9	-17	-15	(X)	+8	22	29	18
Pacific.....	+8	-9	-2	-11	+3	25	30	24
Drug wholesalers (general and specialty-lines).....	+17	+9	+9	+10	+4	150	153	145
New England.....	+9	+11	+7	(X)	(X)	(X)	(X)	(X)
Middle Atlantic.....	+12	+16	+7	+1	+5	152	160	156
East North Central.....	+13	+6	+8	+9	+2	155	156	158
West North Central.....	+18	+10	+8	+17	+11	163	161	156
South Atlantic.....	+13	+2	+8	+18	+6	187	184	181
East South Central.....	+9	-1	+9	0	+7	206	237	189
West South Central.....	+17	0	+9	+21	+1	187	181	180
Mountain.....	-1	+6	+5	+15	+7	203	140	201
Pacific.....	+12	+1	+9	+13	+5	161	158	153
Tobacco distributors.....	+5	-10	+5	+4	+4	63	66	54
New England.....	+10	-15	+7	+12	-2	57	56	53
Middle Atlantic.....	+1	-13	+6	+6	+6	75	74	60
East North Central.....	+11	-9	+7	+9	+5	56	59	49
West North Central.....	+4	-6	+3	-2	+2	63	68	54
South Atlantic.....	+10	-5	+8	+3	+3	58	61	52
West South Central.....	+6	-10	+5	+9	+5	72	75	61
Mountain.....	+5	-12	+5	(X)	(X)	(X)	(X)	(X)
Pacific.....	+12	-5	+8	(X)	(X)	(X)	(X)	(X)
Dry goods, apparel wholesalers.....	+5	-3	+1	-2	-2	173	184	176
New England.....	+3	-9	+1	-12	-2	146	156	132
Middle Atlantic.....	+7	-2	+3	-2	-3	177	176	180
East North Central.....	(X)	+9	(X)	+7	-6	147	189	162
West North Central.....	(X)	+9	(X)	-6	0	179	207	183
South Atlantic.....	0	-2	-4	0	-15	200	224	222
West South Central.....	+12	-17	-2	(X)	+1	171	213	134
Pacific.....	+17	-8	+7	-12	+3	142	173	153

X Withheld due to extreme variation of reported data.

¹ See text, page 2² Percent changes shown in Table 2, August 1957 report, for farm products (raw materials) merchants should be changed from +17 to +1 in column "August 1957 from August 1956;" from +16 to +1 in column "August 1957 from July 1957;" and from +22 to +19 in column 8 months 1957 from 8 months 1956. The August 1957 stock-sales ratio should be changed from 97 to 118.

All kinds of business in which merchant wholesalers operate are represented in this survey. The kinds of business shown in this report parallel broad classifications used in the 1954 Census of Business covering wholesale trade. Each establishment in this survey has been assigned a kind-of-business classification based upon its trade designation and an analysis of its sales by commodity lines as reported to the Bureau of the Census. A description of each kind-of-business classification in this report is given below.

DURABLE GOODS

Automotive wholesalers

Motor-vehicle distributors.--Merchant wholesale establishments primarily engaged in selling new and used passenger automobiles and similar motor vehicles, road-type trucks, truck-tractors, busses, trailers, and semitrailers to dealers or to fleet operators, industrial accounts, and to commercial users. Dealers in road-type trucks, truck-tractors, and truck-trailers are included here on the basis of kind-of-goods sold.

Automotive equipment, tire-tube wholesalers.--Merchant wholesale establishments--frequently referred to as jobbers in this trade--primarily engaged in selling automotive equipment, accessories, parts, tires, tubes and garage equipment and tools.

Electrical, electronics, appliance distributors

Electrical apparatus, supplies wholesalers.--Merchant wholesale establishments selling a general line of electrical goods such as electrical equipment and apparatus; wiring supplies and construction materials; lighting fixtures and lamps; radio and television sets and accessories; electric refrigerators and other electrical appliances and specialties; and electronic parts and equipment; and those primarily engaged in selling such electrical equipment and apparatus; wiring supplies and construction materials, and lighting fixtures and lamps, as conduits and fittings, interior wires and cables, wiring devices, safety switches, poles, crossarms, pole-line hardware, outside wires and cables, residential, commercial, and industrial lighting fixtures, and incandescent and fluorescent lamps. Establishments specializing in the sale of electrical prime movers and other electrical power equipment for the generation, transmission, or utilization of electric energy are also included.

Electrical appliances, TV, radio sets, electronic parts distributors.--Merchant wholesale establishments primarily engaged in selling such electrical appliances and specialties as radio and television sets, dish washers, electric refrigerators, electric ranges, washing machines, ironers, radio and television parts and accessories, home freezers, sewing machines, hot water heaters, electric irons, percolators, clocks, hotplates, vacuum cleaners, etc., and electronic tubes, electronic replacement parts and accessories, and transmission and sound equipment.

Furniture, home furnishings wholesalers

Furniture wholesalers.--Merchant wholesale establishments primarily engaged in selling home or office furniture--wooden, metal or other.

Home furnishings, floor coverings wholesalers.--Merchant wholesale establishments primarily engaged in selling household china, glassware, and earthenware; floor coverings (carpets, rugs, linoleums, etc.); antique home furnishings; and miscellaneous home furnishings such as brooms, brushes, curtains, draperies, pictures and picture frames, window shades, kitchen utensils, phonograph records, and musical instruments.

Hardware, plumbing, heating goods wholesalers

Hardware wholesalers.--Merchant wholesale establishments selling a general line of merchandise sufficiently broad to service retail hardware stores and the hardware departments of other outlets--general-line hardware wholesalers; and establishments primarily engaged in selling builders hardware, heavy hardware, shelf or light hardware, and hardware specialties such as tools, cutlery, bolts, nuts, rivets, screws, padlocks, keys, and the like--specialty-line hardware wholesalers.

Plumbing, heating equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling plumbing and heating equipment and supplies such as plumbing fixtures, including sanitary ware; steam and hot water heating boilers, radiators, parts, and fittings; stoves, ranges, furnaces, and other types of heating apparatus (except electric); oil burners; gas appliances and supplies; plumbing pipe, valves, and fittings; and plumbers brass goods.

Lumber, construction materials distributors

Lumber, millwork wholesalers.--Merchant wholesale establishments primarily engaged in selling lumber and millwork such as rough, dressed, and finished lumber; sheathing, siding, flooring, shingles, plywood, veneers, doors, sashes, frames, interior woodwork and trim.

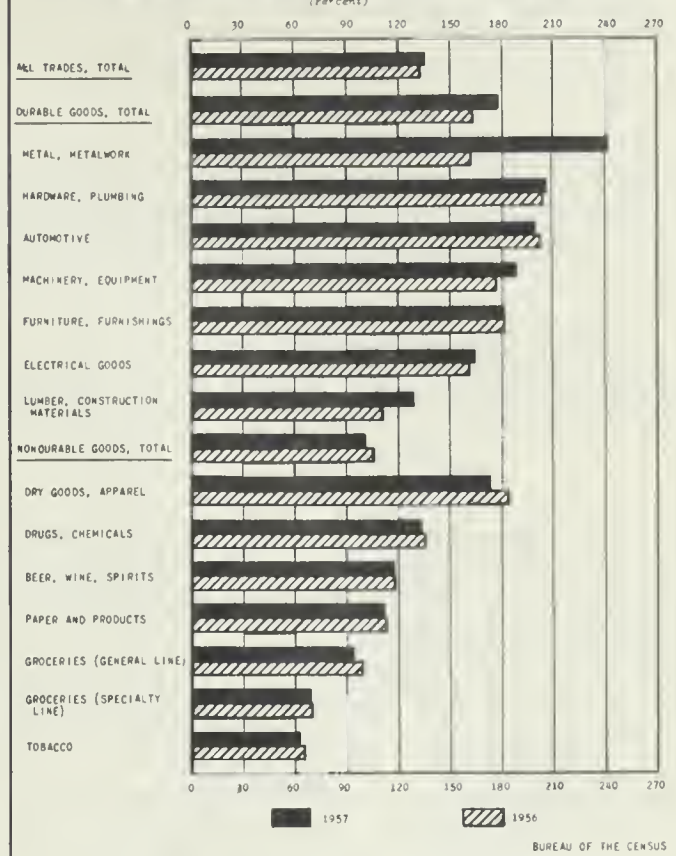
Construction materials distributors.--Merchant wholesale establishments primarily engaged in selling such construction materials as brick, tile, and terra cotta; cement, lime, and plaster; building glass; sand, gravel, and crushed stone, ready-mixed concrete; roofing, siding and insulation; and stone, slate, concrete products, and building board.

Machinery, equipment, supplies distributors

Air conditioning, commercial refrigeration equipment distributors.--Merchant wholesale establishments primarily engaged in selling commercial refrigeration equipment (including electric) such as refrigerators, display cases, freezers, dispensers, water cooler, food locker equipment; and those selling air conditioning and ventilating equipment and supplies, including fans, blowers, and accessories. Establishments specializing in the sale of commercial refrigeration components and accessories are also included in this classification.

Commercial machines, equipment distributors.--Merchant wholesale establishments primarily engaged in selling office machines and equipment (except furniture) such as adding machines, typewriters, addressing, duplicating, sealing, computing, stapling, accounting, and statistical machines; restaurant and hotel equipment such as coffee urns, steam tables, china, glassware, silverware, linens, and related items; store machines and fixtures such as display fixtures, show racks, pricing equipment, cash registers, scales, meat slicers and grinders, coffee grinders, etc.; and such related equipment as florists' supplies, theater supplies and equipment, and parking meters. Establishments primarily engaged in selling to users are included, as well as those selling to dealers.

STOCKS-SALES RATIOS OF MERCHANT WHOLESALERS IN SELECTED KINDS OF BUSINESS: SEPTEMBER 1957 COMPARED WITH SEPTEMBER 1956



Machinery, equipment, supplies distributors--continued

Industrial machinery, equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling machinery, equipment, and supplies to manufacturing and mining concerns. Included here are establishments selling industrial machinery; industrial belting, hose, and packing; machine tools, mine and mill supplies; oil well and oil refining supplies; printing machinery and supplies; industrial rope, cordage, and twine; industrial materials, handling equipment; power transmission equipment; and machinery and equipment for such industries as food products, woodworking, shoe manufacturing, tanning, textile, and paper and pulp.

Professional equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling dental supplies (chairs, sterilizers, cabinets, instruments, dental gold and alloys, waxes, teeth, and the like); religious supplies (church goods and religious articles such as statuary, vestments, fonts, candles, religious pictures, calendars, literature, etc.); school equipment and supplies (desks, blackboards, chalk, rulers, wall and globe maps, etc.); optical goods; surgical, medical, hospital supplies, and equipment; artists supplies; engineering instruments and supplies; and supplies for other professions.

Surgical, medical, hospital supply houses.--Merchant wholesale establishments primarily engaged in selling surgical and medical instruments; doctors apparatus and equipment; orthopedic appliances; artificial limbs; operating room and other hospital equipment; X-ray machines and accessories and other scientific instruments used by physicians and in hospitals.

Service establishment, supply houses.--Merchant wholesale establishments primarily engaged in selling barber and beauty supplies; laundry, dry cleaning equipment, supplies (washing, drying, ironing, and pressing machines; laundry soaps and chemicals; dry cleaning fluids, marking equipment, etc.); shoe service supplies and equipment; undertakers supplies (caskets, burial vaults, burial garments, embalming chemicals and preparations, and other morticians and funeral equipment); upholsterers supplies (fabrics, leather and fillings, and other types of supplies used in the upholstery trade); and miscellaneous service equipment, such as janitors' supplies, furriers' supplies, bootblack's supplies, and hat cleaners' supplies.

Other machinery, equipment supplies distributors (not shown separately in accompanying table).--Merchant wholesale establishments primarily engaged in selling (a) transportation equipment such as aircraft and aeronautical equipment, supplies; railroad equipment, supplies; marine equipment, supplies; and other transportation equipment and supplies; (b) construction machinery, equipment such as road building machinery, excavating and dredging machinery, derricks, cranes, hoists, and winches; and related construction equipment as pneumatic hammers, concrete construction clamps and forms, scaffolding, chutes, and wheelbarrows--but not construction materials, and (c) farm-garden machinery, equipment (including tractors) used in the preparation and maintenance of the soil, the planting and harvesting of crops, and other operations and processes pertaining to agriculture; dairy machinery and equipment, such as milking machines and cream separators; poultry equipment, such as incubators, brooders, and feeders and irrigation equipment.

Metals, metalwork (except scrap) distributors

Iron, steel, and products distributors.--Merchant wholesale establishments usually referred to as steel warehouses--primarily engaged in selling iron and steel products such as semifinished forms and shapes, plates, sheets, strips, bars, structural shapes, piling, nails, tubular products, wire products, forgings and castings. Steel warehouses of firms operating steelworks and rolling mills are also included here.

Nonferrous metals distributors.--Merchant wholesale establishments primarily engaged in selling nonferrous metals and metalwork such as aluminum, copper, tin, brass, lead, and zinc.

Scrap, waste materials dealers

Iron, steel scrap dealers.--Merchant wholesale establishments primarily engaged in assembling, breaking up, sorting, and selling all forms of iron and steel scrap.

Waste materials dealers.--Merchant wholesale establishments primarily engaged in assembling, sorting, and selling such waste materials as nonferrous scrap metals, waste paper, rags, wiping cloths, textile wastes, scrap rubber, and other waste and salvage materials. Scrap iron and steel may be handled as secondary lines.

Jewelry wholesalers

Jewelry wholesalers.--Merchant wholesale establishments primarily engaged in selling a general or specialty line of jewelry such as clocks and watches; precious stones and metals; watch materials, jewelers supplies; costume jewelry; and miscellaneous items such as silverware, plated ware, medals, trophies, semiprecious stones, and insignia.

NONDURABLE GOODSGrocery, confectionery, meat wholesalers

General-line grocery wholesalers.--Merchant wholesale establishments handling a general line of dry groceries and processed foods usually sold in retail grocery stores, such as canned foods, flour, sugar, coffee, tea and spices, as well as such nonfood items as household chemicals, soaps and detergents, paper products, brooms, brushes, etc. Voluntary group wholesalers, retailer-cooperative warehouses, and cash-and-carry depots are included, as well as nonaffiliated general-line grocery wholesalers.

Specialty-line grocery wholesalers.--This classification includes two general types of merchant wholesale establishments: Those handling a combination of grocery items, no one item predominating, but not a sufficiently broad line of commodities to be classified as "general line"; and those primarily engaged in selling specialized lines of groceries and related products, such as canned foods; coffee, tea, and spices; dairy products; dried fruits and nuts; frosted and frozen foods; fish and seafood; bakery products; packaged breakfast cereals; flour; cooking oils and shortening; and soft drinks.

Confectionery wholesalers.--Merchant wholesale establishments primarily engaged in selling candy, chewing gum, popcorn, potato chips, salted nuts, fountain fruits and syrups, and related items. Cigars, cigarettes, and other products are also frequently handled as secondary lines.

Meat, meat products wholesalers.--Merchant wholesale establishments primarily engaged in selling fresh, frozen, cured or processed (but not canned) meats, lard, and other edible meat products. Secondary lines such as butter, cheese, eggs, dressed poultry, vegetable shortening, and canned meats are frequently handled.

Farm products (edible) distributors

Poultry, poultry products distributors.--Merchant wholesale establishments primarily engaged in selling live or dressed poultry, eggs, and related products. Establishments primarily engaged in dressing poultry are considered manufacturers.

Fresh fruit, vegetable wholesalers.--Merchant wholesale establishments primarily engaged in selling fresh fruits, vegetables, berries, melons, and related items.

Beer, wine, distilled spirits wholesalers

Beer, ale distributors.--Merchant wholesale establishments primarily engaged in selling beer, ale, port, stout and other fermented malt liquors. Soft drinks, confectionery, tobacco, wines, and spirits are frequently handled as secondary lines.

Wine, distilled spirits wholesalers.--Merchant wholesale establishments primarily engaged in selling wines, whiskey, gin, rum, brandy, and other spirits, including neutral spirits and ethyl alcohol used in blending. Merchants who bottle and sell wines and distilled spirits manufactured in bulk by others, liquor departments of drug wholesalers, and State-operated wholesale outlets are included. State depots primarily engaged in supplying State liquor stores, however, are not included in wholesale trade.

Drugs, chemicals, allied products wholesalersDrug wholesalers (general and specialty lines)

General-line drug wholesalers (not shown separately).--Merchant wholesale establishments engaged in selling a full line of drugs, pharmaceuticals, proprietary medicines, druggists rubber goods, cosmetics, toiletries, drug sundries, and related merchandise. Cooperatives and voluntary group wholesalers handling a full line of drugs are also included in this classification. Liquor departments of drug wholesalers, however, are included with "wines and distilled spirits wholesalers."

Specialty-line drug wholesalers (not shown separately).--Merchant wholesale establishments primarily engaged in selling proprietary medicines, toilet preparations, and articles such as drugs, perfumes, cosmetics, powders, shaving preparations, toilet soap, dentifrices, combs, brushes, mirrors, medical glass, bandages, rubber goods, and antiseptics.

Drugs, chemicals, allied products wholesalers--Continued

Industrial chemicals, explosives wholesalers.--Merchant wholesale establishments primarily engaged in selling such industrial and heavy chemicals as coal-tar chemicals, plastics, compressed and liquefied gases (except LP gas), acids, ammonia, soda, industrial alcohols, explosives, dyestuffs, naval stores, etc. Concerns primarily engaged in selling pyrotechnics and ammunition for small arms are included in "Amusement and sporting goods wholesalers."

Paint, varnish wholesalers.--Merchant wholesale establishments primarily engaged in selling paints, varnishes, lacquers, enamels, calciminas, shellac, and stains. Glass, wallpaper, painters supplies, oils, chemicals, and related products are frequently handled as secondary lines.

Tobacco distributors

Tobacco distributors.--Merchant wholesale establishments primarily engaged in selling manufactured tobacco products such as cigars, cigarettes, chewing and smoking tobacco, and snuff. Confectionery, smokers articles, razor blades, playing cards, etc., are frequently handled as secondary lines.

Dry goods, apparel wholesalers

Clothing, furnishings, footwear wholesalers.--Merchant wholesale establishments primarily engaged in selling men's, boys' clothing, and furnishings (including suits, coats, overcoats, work clothing, hats and caps, shirts, ties, and underwear); women's, children's clothing, furnishings, and accessories (including suits, dresses, and skirts); furs and fur clothing; millinery, millinery supplies; shoes and other footwear; work clothing; and related lines.

Dry goods wholesalers (general and specialty lines)

General-line dry goods wholesalers (not shown separately).--Merchant wholesale establishments engaged in selling a diversified combination of lines usually sold in retail dry goods and general merchandise stores, including piece goods, home furnishings, work clothing, dresses, infants' wear, notions, and hosiery. Men's and women's clothing, furnishings, and millinery frequently constitute secondary lines.

Specialty-line dry goods wholesalers (not shown separately).--Merchant wholesale establishments primarily engaged in selling hosiery, underwear, piece goods, knit and lace goods, fancy linen and needlework and notions (thread, tapes, needles, pins, buttons, hair accessories, zippers, and shoe leaces).

Piece goods converters.--Merchant wholesale establishments which purchase textiles in the gray or unfinished form, have them dyed and/or finished by others, usually on a contract basis, and sell to the cutting-up trade, garment makers, wholesalers, or retailers. Converters operating bleaching, dyeing, and finishing plants are not considered as merchant wholesalers.

Paper, allied products wholesalers

Paper wholesalers.--Merchant wholesale establishments primarily engaged in selling wrapping paper and other coarse paper; fine paper (writing papers, reproduction paper stock, cover, text, thin, and other fine papers); newsprint and book paper; paperboard; and converted paper products such as bags, boxes, cups, dishes, towels, napkins, tissues, and bottle caps.

Stationery, wallpaper wholesalers.--Merchant wholesale establishments primarily engaged in selling commercial and social stationery, including envelopes, typewriter and mimeograph paper in cut sizes, file cards and folders; and office supplies such as pens, pencils, writing inks, carbon paper, paper clips, typewriter ribbons, greeting cards, and erasers; and embossed and printed wallpaper for use in covering or decorating interior walls and ceilings.

Farm products (raw materials) merchants

Farm products (raw materials) merchants.--Merchant wholesale establishments primarily engaged in selling cotton, grain, hides, skins, raw furs, livestock, leaf tobacco, wool, mohair, horses and mules, and other inedible products such as broomcorn, moss, hair, feathers, bristles, and fibers. This classification includes merchants (including terminal elevators) primarily engaged in selling raw farm products in marketing centers. Dealers buying such products direct from farmers and assembling them at local production points are classified as "assemblers" and not included here.

Other nondurable goods wholesalers

Amusement, sporting goods distributors.--Merchant wholesale establishments primarily engaged in selling cameras and photographic goods (cameras, parts, and accessories, projection apparatus, enlargers, developing and printing room equipment and accessories, sensitized unexposed photographic supplies and equipment); sporting goods (toys, games, novelties, fireworks, bicycles, sporting goods, and athletic goods); and other recreation goods such as playground equipment, billiard and bowling equipment and supplies; and hobby goods.

Book, magazine, newspaper wholesalers.--Merchant wholesale establishments primarily engaged in selling books, magazines, periodicals, newspapers, and related items.

Coal wholesalers.--Merchant wholesale establishments primarily engaged in selling bituminous coal, anthracite coal, and coke. This includes firms with coal yards as well as those selling goods shipped directly from mine to customer.

Farm supplies wholesalers.--Merchant wholesale establishments primarily engaged in selling mixed and other feeds; fertilizers, fertilizer materials, and agricultural chemicals; seeds (farm, garden, and flower); and miscellaneous farm supplies such as hay, straw, and elfeife.

Merchant wholesalers, n.e.c.--(Not shown separately in the accompanying table.) Merchant wholesale establishments primarily engaged in selling petroleum products, cut flowers and potted plants; forest products except lumber; inedible oils and fats; textiles and materials other than dry goods; industrial yarns; crude rubber; ores; sponges; artificial leather; wood pulp; artificial flowers; and products not elsewhere classified; and establishments handling a line of merchandise too broad to be included in any of the classifications outlined above.

MONTHLY WHOLESALE TRADE REPORT

U. S. DEPARTMENT OF COMMERCE
Sinclair Weeks, Secretary

BUREAU OF THE CENSUS
Robert W. Burgess, Director

OCTOBER 1957

FOR RELEASE
DECEMBER 11, 1957

SALES AND INVENTORIES

Sales

October 1957 sales of merchant wholesalers were estimated at \$10.7 billion, an increase of 9 percent over September 1957, but 4 percent below October sales a year ago. Cumulative sales for the first 10 months of 1957, totaling \$99.0 billion were 1 percent higher than in the comparable period of 1956.

Durable goods trades, with sales of \$4.5 billion in October 1957, showed a 7 percent increase over the previous month but an 8 percent decline from a year ago. The nondurable goods trades, with October sales of \$6.2 billion, were up 11 percent over September but down 2 percent from last October. For the year to date, sales in the nondurable goods trades were up 4 percent over the first 10 months of 1956 while sales in the durable goods trades were off 3 percent during the same period.

Wine, distilled spirits wholesalers, up seasonally 22 percent, indicated the largest gain over September sales. Other large increases were reported by wholesalers of home furnishings, floor coverings (20%), farm products (raw materials) (19%), and poultry and poultry products (18%). Substantial declines from year-ago sales were reported by iron, steel scrap dealers (37%), waste materials dealers (26%), iron, steel products distributors (26%), and farm products (raw materials) merchants (23%). The principal increase over October 1957 sales was registered by poultry products distributors (28%).

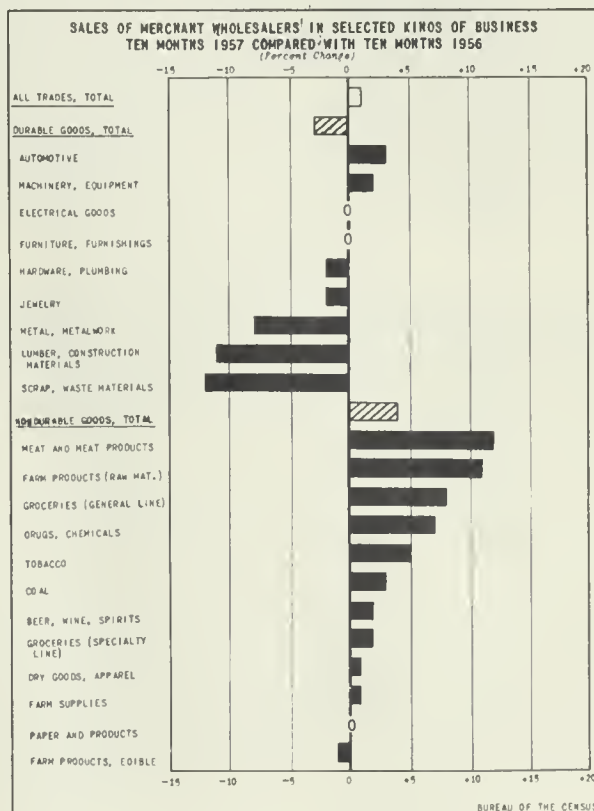
All geographic divisions registered increases over previous month sales but reported declines from year-ago sales. The principal gain over September sales (13%) was noted by the East South Central Division, while the sharpest drop from last October (7%) was shared by the East and West South Central Divisions.

Inventories

Inventories of wholesalers at the end of October rose slightly (1%) over September and were up 1 percent above stocks on hand a year ago. Durable goods stocks declined slightly (1%) during the month but were 4 percent higher than stocks a year ago. Nondurable goods stocks, however, increased 2 percent from their September 30 level but declined 2 percent from year-ago inventories.

The October 1957 stock-sales ratio of 125 percent for all merchant wholesalers was 11 points below the September ratio but 6 points above the ratio for October 1956. The October stock-sales ratio for durable goods was 165 compared to the nondurable goods ratio of 94.

Most trades reported little or no change from previous month inventories. Notable changes were the increases reported by farm supplies wholesalers (10%) and wine, distilled spirits wholesalers (11%). Compared with last October, substantially higher inven-



tories were reported by iron, steel products distributors (22%), book, magazine, newspaper wholesalers (18%), industrial machinery, equipment distributors (17%), and amusement, sporting goods distributors (11%). The largest decline was indicated by farm products (raw materials) merchants (21%).

By geographic divisions, changes from September 1957 inventories were relatively slight (2% or less). Compared with a year ago, stocks were 10 percent higher in the Pacific Division. However, all other divisions indicated smaller changes ranging from a 5 percent increase in the East North Central Division to a 4 percent decline in the East South Central Division.

General

This report includes monthly dollar volume estimates of sales of merchant wholesalers by kind of business from January 1956 through October 1957. These data are based on a probability sample representative of all merchant wholesalers in the country. A description of this sample and approximate measures of the reliability of the data are included on pages 2 and 6. Also included in this report are sales and inventory trends and stock-sales ratios by kind of business, for the United States as a whole and by geographic division.

DESCRIPTION OF SAMPLE, ESTIMATING PROCEDURE, AND RELIABILITY OF THE DATA

1. Scope of Survey

This survey is limited to merchant wholesalers, which constitute the major portion of the broad field of wholesale trade, and excludes other types of wholesale trade such as manufacturers sales branches and sales offices; petroleum bulk stations; agents and brokers and assemblers of farm products. All kinds of business in which merchant wholesalers operate are represented in this survey.

Merchant wholesalers are defined in the Standard Industrial Classification Manual issued by the Bureau of the Budget, Executive Office of the President, as "Establishments usually known as wholesalers, merchant wholesalers or jobbers, primarily engaged in buying, taking title to, and where customary, physically storing and handling goods and selling the goods at wholesale principally to retailers and industrial and commercial users. This group also includes industrial and distributors, exporters, and importers, cash-and-carry wholesalers; drop shippers, wagon distributors, etc. The establishments included in this group may perform operations on the goods incidental to the wholesale trading and delivery, such as installing equipment, and fixtures; and collecting and baling waste materials." Firms which, in addition to merchant wholesale establishments, operate other types of establishments, e.g., retail, manufacturing, etc., report in this survey only for their merchant wholesale establishments. A description of each kind-of-business classification shown in this report is included on pages 11 and 12.

2. Sample Design

Firms reporting in the survey are part of a probability sample representing merchant wholesalers in all kinds of business. The sample, which includes over 17,000 firms (about 26,000 establishments) is drawn from two sources: (1) 1954 Census of Business lists representing all wholesalers (with paid employees) in business in 1954 and (2) Bureau of Old Age and Survivors Insurance (BOASI) lists of wholesalers (with paid employees) entering business (or requesting new Employer Identification Numbers) since 1954. The sample is supplemented twice a year for new firms on the BOASI lists.

The reporting panel includes a fixed panel of about 1,400 very large firms reporting monthly and four rotating panels each containing about 3,900 smaller firms which report every fourth month. In any given month, the total reporting panel includes about 5,300 firms.

The number of firms selected in the sample for each kind of business varies from 150 to 650 firms, depending upon (a) the total number of firms in the trade, (b) the distribution of firms within the trade by sales size, and (c) whether geographic division trends are to be shown for the trade. In those kinds of business for which percentage changes are shown by geographic division, the sample chosen for the national estimates was increased by about 50 percent to provide wider representation by geographic division. In some of these trades, however, data are not shown separately for some geographic divisions because even this increase in the sample size will not provide reliable results in all geographic divisions.

3. Published Data

Sales.--This report includes monthly dollar volume estimates of sales by kind of business for the United States as a whole (Table 1) and sales trends (percent changes) derived from these estimates (Table 2). Sales trends are shown in Table 2 for some detailed kind of businesses for which estimates are not shown separately in Table 1. For these kinds of business (identified by * in Table 2) the trends are based only on the weighted sales of identical firms (i.e., firms reporting data for each of the months for which comparisons are made). Sales trends by geographic division are also shown for selected kinds of business (Table 3). In Table 3 the trends for geographic division are based on weighted sales of identical firms; however, sales trends at the United States level are derived from the dollar volume estimates shown in Table 1.

Sales include sales of merchandise and receipts from repairs or other services to customers after deducting returns and allowances, and discounts. Sales of merchandise for others on a commission basis are also included. Local and State sales taxes, and Federal excise taxes are included.

Inventories.--This report presents inventory trends by kind of business for the United States as a whole (Table 2) and by geographic division (Table 3). These inventory trends are based on the weighted inventories of identical firms (i.e., firm reporting data for each of the months compared).

Inventories represent stocks, at cost, of merchandise on hand for sale at the end of the month.

Stock-sales ratios.--These are presented by kind of business for the United States as a whole (Table 2) and by geographic division (Table 3). The stock-sales ratios are percentages derived by dividing weighted stocks, at cost, by weighted sales for only those firms reporting inventories in conjunction with sales in all three periods compared. Excluded from these ratios were all firms which report "zero" inventories (e.g., drop shippers). No adjustment is made in these calculations for the markup of sales, which varies from trade to trade. Stock-sales ratios for previous months shown in the current report may differ from those published in previous reports since the reporting panel varies.

4. Estimating Procedure

Each firm selected in the sample has an assigned weight which reflects its probability of selection in the sample. Large firms are selected with certainty, this having a weight of one (1). Other firms are sampled at varying rates, depending upon size, with smaller firms having a lower probability of selection and thus a larger weight.

For most firms reporting, data are available for each of three months (current, previous, and year ago). New firms reporting provide data for at least two months (current and previous). Sales and inventory figures reported for each firm are multiplied by its weight (the reciprocal of its probability of selection) and the results summarized to obtain the dollar volume estimates, percentage changes and stock-sales ratios shown in this report.

Volume estimates.--The summation of the weighted reports of sales for each monthly panel provides unbiased dollar volume estimates, by kind of business, for two months--the current month and the preceding month. However, the published estimate is a "composite" of two estimates (a) the unbiased estimate for the current month obtained from the summation of the current month reports and (b) a ratio estimate obtained by multiplying the "composite" estimate for the previous month by the ratio of the current month unbiased to previous month unbiased estimates obtained from the summation of the current reports. The unbiased estimate (a) receives a weight of .3 while the ratio estimate (b) receives a weight of .7. The resulting weighted average provides a "composite" estimate of the dollar volume of sales considerably more reliable than either of the two estimates taken alone. The estimates shown for January-June 1956 were not obtained in this manner. Since unbiased estimates were not available for this period from the new sample which was introduced in July 1956, monthly estimates prior to that date were calculated by dividing the "composite" estimates for January-June 1957 by the year-to-year ratio for each of these months obtained from weighted reports of identical firms.

Percentage changes.--Two types of percentage change figures are presented in this report, viz., (1) percentage changes derived from dollar volume estimates (2) percent changes based on the weighted data from identical firms (i.e., those reporting data for each of the months for which comparisons are made). The percentage changes based on identicals however, should not be regarded as an unbiased measure of percentage change. Since only those establishments reporting in both periods compared are included, the net change due to births and deaths is not reflected in the ratios shown.

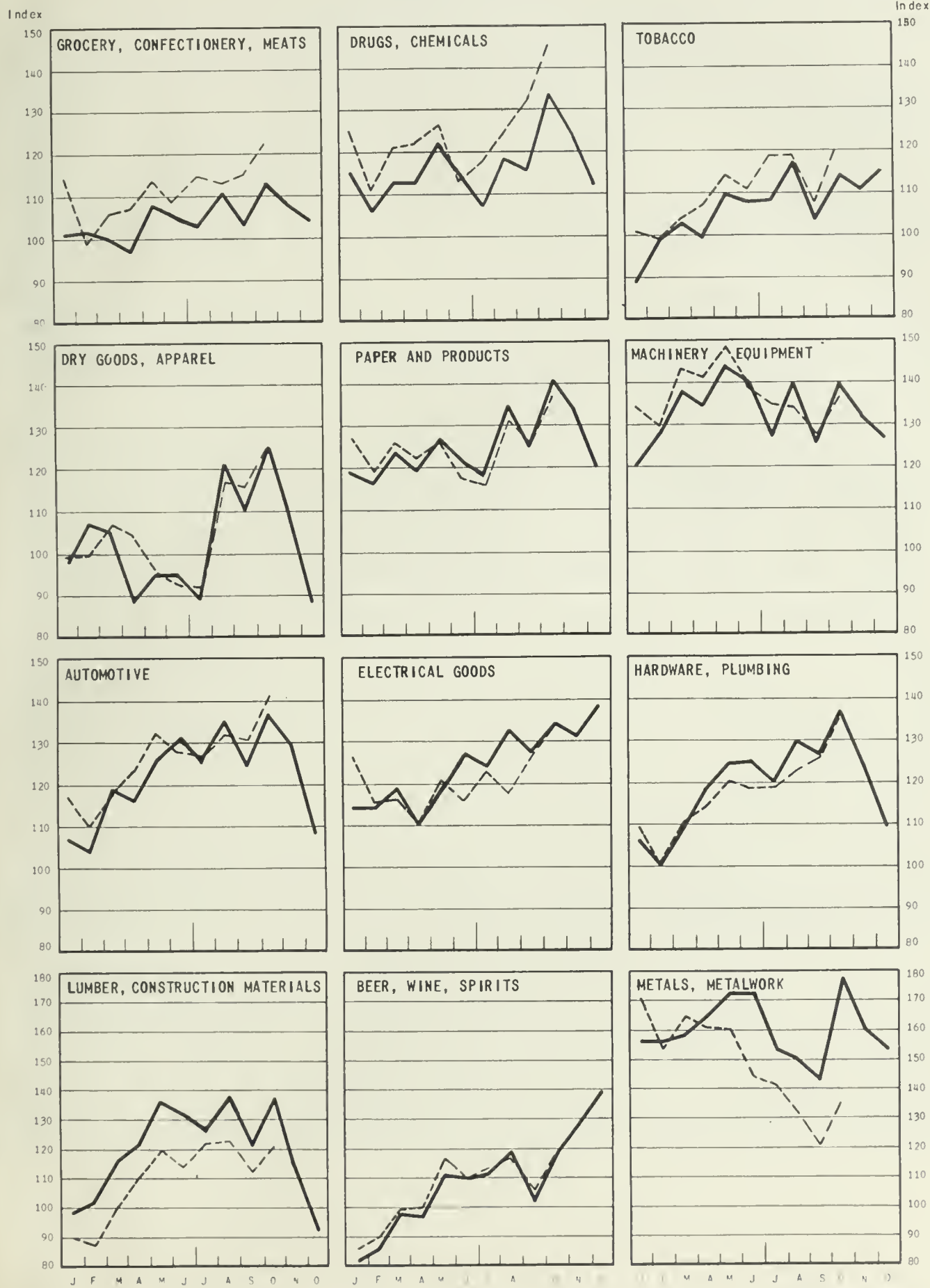
5. Reliability of the Data

Estimates based on a sample are subject to sampling variability and thus are not expected to be in exact agreement with a complete census taken with the same enumeration procedures. For all trades combined, the sampling variability of the "composite" sales estimates for any individual month, is less than one percent at the one sigma level. That is to say, the chances are about two out of three that the estimated sales shown would differ by less than one percent from the results of a complete enumeration. The variability of estimates for kind-of-business groups and individual kinds of business is generally higher than for total merchant wholesale trade but for most trades the sampling variability is less than 5 percent at the one sigma level. Table 1A presents these sampling variabilities of the estimates for February, March, April and May 1957. Since these measures are also subject to sampling variability they should be regarded as giving a general rather than exact idea of the variability due to sampling. The sampling variability of the ratios based on weighted identicals has not been evaluated. However, where these ratios are based on a small number of reports (viz., trends by geographic division) the sampling variability is usually quite high.

These measures do not include biases that may arise from other nonsampling errors, such as failure of respondent to submit correct figures or to submit a report in time for tabulation. In preparing the dollar volume estimates, an estimate is included for those firms that fail to respond. To the extent that the estimates for these firms may differ from the actual figures, nonresponse affects the reliability of the dollar volume estimate. As a result, dollar volume estimates are not published separately in a few trades where the nonresponse rate was considered too high to provide reliable level estimates. Approximately 11 percent of the total sales in May 1957 were imputed for nonresponse.

SALES OF MERCHANT WHOLESALERS—KINDS OF BUSINESS 1956 AND 1957

1954 MONTHLY AVERAGE = 100

 1956 = —
 1957 = - - -


DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS

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Table 1.--ESTIMATED MONTHLY SALES OF MERCHANT WHOLESALERS--UNITED STATES, BY KIND OF BUSINESS

JANUARY 1956 - OCTOBER 1957

(Sales in millions of dollars)

Kind of business	1956												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	1956
MERCHANT WHOLESALERS, TOTAL.....	9,032	9,172	9,571	9,296	10,144	9,894	9,408	10,498	9,790	11,211	10,435	9,944	118,395
DURABLE GOODS, TOTAL.....	3,994	4,085	4,372	4,346	4,680	4,589	4,219	4,638	4,331	4,895	4,501	4,192	52,842
Automotive wholesalers.....	353	344	396	384	417	434	411	436	410	453	428	358	4,824
Automotive equipment, tire-tube wholesalers....	280	276	318	306	333	351	344	365	344	386	366	296	3,965
Electrical, electronics, appliance distributors..	603	602	627	580	616	668	641	690	661	700	692	727	7,807
Electrical apparatus, supplies distributors....	272	285	297	295	319	350	326	336	317	338	328	344	3,807
Electrical appliances, TV, radio sets, electronic parts, distributors.....	331	317	330	285	297	318	315	354	344	362	364	383	4,000
Furniture, home furnishings wholesalers.....	184	193	212	194	199	197	181	223	216	250	234	210	2,493
Home furnishings, floor coverings wholesalers..	125	133	147	133	134	131	118	145	144	170	162	139	1,681
Hardware, plumbing-heating goods wholesalers....	387	366	404	432	455	458	441	477	463	501	453	398	5,235
Hardware wholesalers.....	175	176	184	198	206	209	189	205	196	212	198	179	2,327
Plumbing, heating equipment, supplies distrib- utors.....	212	190	220	234	249	249	252	273	266	289	255	219	2,908
Lumber, construction materials distributors.....	540	560	636	669	743	725	705	769	675	759	624	511	7,916
Lumber, millwork wholesalers.....	337	338	361	373	410	398	392	433	363	402	327	279	4,413
Construction materials distributors.....	203	222	275	296	333	327	313	336	312	357	297	232	3,503
Machinery, equipment, supplies distributors.....	1,004	1,073	1,158	1,120	1,210	1,170	1,063	1,173	1,048	1,170	1,104	1,054	13,347
Industrial machinery, equipment, supplies distributors.....	506	541	574	523	569	522	493	546	483	566	564	548	6,435
Professional equipment, supplies distributors..	70	74	78	74	79	79	83	92	85	92	90	84	980
Service establishment supply houses.....	105	103	102	108	116	111	97	112	111	116	104	98	1,283
Metals, metalwork (except scrap) distributors....	438	437	442	460	483	483	438	428	405	501	447	428	5,390
Iron, steel and products distributors.....	276	282	303	312	325	325	306	287	274	346	306	269	3,611
Nonferrous metals distributors.....	162	155	139	148	158	158	132	141	131	155	141	159	1,779
Scrap, waste materials dealers.....	425	439	419	434	470	385	280	361	366	457	420	408	4,864
Iron, steel scrap dealers.....	267	275	261	267	304	248	167	231	238	306	291	283	3,138
Waste materials dealers.....	158	164	158	167	166	137	113	130	128	151	129	125	1,726
NONDURABLE GOODS, TOTAL.....	5,038	5,087	5,199	4,950	5,464	5,305	5,189	5,860	5,459	6,316	5,934	5,752	65,553
Grocery, confectionery, meat wholesalers.....	1,459	1,479	1,442	1,405	1,560	1,517	1,498	1,606	1,489	1,630	1,556	1,505	18,146
General-line grocery wholesalers.....	613	624	631	602	667	648	620	669	639	690	657	630	7,690
Specialty-line grocery wholesalers.....	561	583	537	528	587	588	585	620	553	606	578	571	6,897
Confectionery wholesalers.....	46	48	50	45	48	46	45	50	47	52	54	51	582
Meat, meat products wholesalers.....	239	224	224	230	258	235	248	267	250	282	267	253	2,977
Farm products (edible) distributors.....	354	361	384	393	451	469	465	416	345	376	397	409	4,820
Poultry, poultry products distributors.....	132	116	122	120	131	131	124	133	120	127	148	149	1,553
Fresh fruit, vegetable wholesalers.....	222	245	262	273	320	338	341	283	225	249	249	260	3,267
Beer, wine, distilled spirits wholesalers.....	385	406	459	454	532	520	532	565	482	572	606	657	6,170
Beer, ale distributors.....	151	152	166	177	220	229	265	270	197	199	182	198	2,406
Wine, distilled spirits wholesalers.....	234	254	293	277	312	291	267	295	285	373	424	459	3,764
Drugs, chemicals, allied products wholesalers....	322	299	316	316	342	319	301	334	326	375	348	315	3,913
Drug wholesalers (general and specialty lines)..	204	191	196	189	202	192	185	208	206	231	223	202	2,429
Industrial chemicals, explosives wholesalers...	95	87	96	100	111	97	89	98	93	116	100	92	1,174
Paint, varnish wholesalers.....	23	21	24	27	29	30	27	28	27	28	25	21	310
Tobacco distributors.....	238	264	275	264	295	289	288	314	275	304	298	308	3,412
Dry goods, apparel wholesalers.....	464	505	496	448	450	450	420	576	524	594	520	419	5,866
Clothing, furnishings, footwear wholesalers....	149	172	176	144	154	137	159	238	206	228	201	146	2,110
Dry goods wholesalers (general and specialty lines).....	183	192	184	182	183	197	170	221	203	223	197	162	2,297
Paper, allied products wholesalers.....	293	286	306	294	313	299	291	332	309	347	331	296	3,697
Paper wholesalers.....	253	247	265	253	273	255	252	287	265	294	280	248	3,172
Amusement, sporting goods wholesalers.....	70	75	93	96	92	99	98	117	116	133	127	116	1,233
Coal wholesalers.....	110	103	87	87	87	99	91	120	118	130	125	117	1,274

Table 1.--ESTIMATED MONTHLY SALES OF MERCHANT WHOLESALERS¹--UNITED STATES, BY KIND OF BUSINESS--Continued

JANUARY 1956 - OCTOBER 1957

(Sales in millions of dollars)

Kind of business	1957										10 months	
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	1957	1956
MERCHANT WHOLESALERS, TOTAL.....	9,945	9,097	9,744	9,834	10,168	9,610	9,916	10,197	9,814	10,713	99,028	98,016
DURABLE GOODS, TOTAL.....	4,278	3,981	4,292	4,314	4,450	4,243	4,267	4,329	4,222	4,511	42,867	44,149
Automotive wholesalers.....	389	366	392	408	428	424	421	439	434	467	4,168	4,038
Automotive equipment, tire-tube wholesalers...	321	298	319	334	352	359	363	377	373	406	3,502	3,303
Electrical, electronica, appliance distributors...	665	609	613	588	623	614	650	624	673	709	6,368	6,388
Electrical apparatus, supplies distributors...	301	291	293	297	308	315	325	307	332	341	3,110	3,135
Electrical appliances, TV, radio sets, electronic parts, distributors.....	364	318	320	291	315	299	325	317	341	368	3,258	3,253
Furniture, home furnishings wholesalers.....	189	189	205	212	200	193	185	210	216	245	2,044	2,049
Home furnishings, floor coverings wholesalers...	127	128	140	144	135	131	120	135	142	167	1,369	1,380
Hardware, plumbing-heating goods wholesalers....	398	365	405	420	443	435	436	452	463	499	4,316	4,384
Hardware wholesalers.....	184	173	191	196	205	196	192	197	201	215	1,950	1,950
Plumbing, heating equipment, supplies distributors.....	214	192	214	224	238	239	244	255	262	284	2,366	2,434
Lumber, construction materials distributors.....	496	476	551	609	659	628	667	675	613	666	6,039	6,781
Lumber, millwork wholesalers.....	295	259	307	330	343	329	343	342	307	331	3,186	3,807
Construction materials distributors.....	201	217	244	279	316	299	324	333	305	335	2,853	2,974
Machinery, equipment, supplies distributors.....	1,121	1,081	1,194	1,182	1,234	1,166	1,131	1,121	1,071	1,141	11,442	11,189
Industrial machinery, equipment, supplies distributors.....	590	547	593	540	560	512	509	512	490	548	5,401	5,323
Professional equipment, supplies distributors...	78	77	83	85	85	84	89	96	99	99	875	806
Service establishment supply houses.....	113	110	113	112	122	116	106	115	113	120	1,140	1,081
Metals, metalwork (except scrap) distributors...	478	430	459	452	448	404	396	368	339	378	4,151	4,515
Iron, steel and products distributors.....	317	287	312	317	311	275	272	252	230	257	2,830	3,036
Nonferrous metals distributors.....	161	143	147	135	137	129	124	116	108	121	1,321	1,479
Scrap, waste materials dealers.....	476	393	393	369	328	308	320	361	319	303	3,570	4,036
Iron, steel scrap dealers.....	325	266	263	236	199	193	208	232	212	192	2,327	2,564
Waste materials dealers.....	150	127	130	133	129	115	112	129	107	111	1,243	1,472
NONDURABLE GOODS, TOTAL.....	5,667	5,116	5,454	5,520	5,718	5,367	5,649	5,868	5,591	6,202	56,161	53,867
Grocery, confectionery, meat wholesalers.....	1,642	1,433	1,530	1,544	1,630	1,579	1,660	1,630	1,633	1,768	16,050	15,085
General-line grocery wholesalers.....	707	627	655	676	698	676	703	692	701	758	6,893	6,403
Specialty-line grocery wholesalers.....	611	521	566	557	591	591	610	593	600	647	5,887	5,748
Confectionery wholesalers.....	52	49	53	50	52	49	50	51	55	61	522	477
Meat, meat products wholesalers.....	272	236	256	261	289	264	297	294	278	302	2,748	2,457
Farm products (edible) distributors.....	357	341	352	394	429	418	442	413	375	419	3,940	4,014
Poultry, poultry products distributors.....	121	106	109	124	127	116	129	142	138	163	1,275	1,256
Fresh fruit, vegetable wholesalers.....	236	235	243	270	302	302	313	271	237	256	2,665	2,758
Beer, wine, distilled spirits wholesalers.....	408	425	468	472	551	520	543	556	501	561	5,006	4,907
Beer, ale distributors.....	158	158	172	193	227	234	269	254	205	198	2,068	2,026
Wine, distilled spirits wholesalers.....	250	267	296	279	324	286	274	302	297	363	2,938	2,881
Drugs, chemicals, allied products wholesalers...	350	312	340	344	354	317	331	350	373	406	3,476	3,250
Drug wholesalers (general and specialty lines)	224	199	213	208	214	196	211	222	241	271	2,199	2,004
Industrial chemicals, explosives wholesalers..	103	92	102	108	110	93	90	99	103	107	1,007	982
Paint, varnish wholesalers.....	23	21	25	28	30	28	30	29	28	28	270	264
Tobacco distributors.....	271	266	280	285	307	297	319	319	288	320	2,952	2,806
Dry goods, apparel wholesalers.....	468	472	507	491	457	440	434	567	549	593	4,978	4,927
Clothing, furnishings, footwear wholesalers...	145	160	184	182	156	136	151	236	212	221	1,783	1,763
Dry goods wholesalers (general and specialty lines).....	192	183	194	190	187	193	186	220	223	240	2,008	1,938
Paper, allied products wholesalers.....	313	294	310	302	312	291	287	323	310	339	3,081	3,070
Paper wholesalers.....	268	252	265	258	271	250	250	279	267	290	2,650	2,644
Amusement, sporting goods wholesalers.....	74	83	96	99	101	104	111	119	125	129	1,041	989
Coal wholesalers.....	120	102	106	105	103	109	99	106	102	108	1,060	1,032

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¹ Merchant Wholesalers total and Group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding.

Table 1A.--SAMPLING VARIABILITY--MONTHLY ESTIMATES OF SALES OF MERCHANT WHOLESALERS, BY KIND OF BUSINESS

Kind of business	Sampling error of monthly dollar value of sales				Sampling error of the ratio of sales in two consecutive months	Kind of business	Sampling error of monthly dollar value of sales				Sampling error of the ratio of sales in two consecutive months		
	Feb. 1957	Mar. 1957	Apr. 1957	May 1957			March 1957 from February 1957	Feb. 1957	Mar. 1957	Apr. 1957		May 1957	March 1957 from February 1957
	(percent)						(percent)	(percent)				(percent)	
MERCHANT WHOLESALERS, TOTAL.....	0.6	0.7	0.4	0.5	0.5	NONDURABLE GOODS, TOTAL.....	0.9	0.8	0.7	0.9	0.7		
DURABLE GOODS, TOTAL.....	1.1	1.4	1.0	0.9	0.7	Grocery, confectionery, meat.....	2	2	1	2	2		
Automotive.....	3	3	3	3	2	General-line grocery.....	2	2	2	2	2		
Automotive equipment, tire-tube....	3	3	4	3	2	Specialty-line grocery.....	4	4	4	4	3		
Electrical, electronics, appliances..	2	2	2	2	1	Confectionery.....	4	3	3	3	2		
Electrical apparatus, supplies.....	2	2	2	3	2	Meat, meat products.....	4	5	4	4	3		
Electrical appliances, TV, radio sets, electronic parts.....	2	4	4	3	2	Farm products (edible).....	3	3	3	3	2		
Furniture, home furnishings.....	3	3	4	4	2	Poultry, poultry products.....	5	3	4	5	2		
Home furnishings, floor coverings..	4	4	4	4	2	Fresh fruit, vegetables.....	5	4	4	3	2		
Hardware, plumbing-heating goods....	2	3	3	3	2	Beer, wine, distilled spirits.....	2	2	2	2	2		
Hardware.....	2	3	3	3	2	Beer, ale.....	4	3	4	3	2		
Plumbing, heating equipment, supplies.....	3	4	4	4	2	Wine, distilled spirits.....	3	3	3	2	2		
Lumber, construction materials.....	3	3	3	2	2	Drugs, chemicals, allied products...	2	2	2	2	1		
Lumber, millwork.....	5	6	6	5	3	Drugs (general and specialty lines)	2	2	2	2	2		
Construction materials.....	3	3	3	4	2	Industrial chemicals, explosives..	5	4	5	4	2		
Machinery, equipment, supplies.....	2	3	2	2	2	Paint, varnish.....	4	4	3	3	3		
Industrial machinery, equipment, supplies.....	3	5	4	4	3	Tobacco.....	2	3	2	2	1		
Professional equipment, supplies...	3	3	4	3	2	Dry goods, apparel.....	3	3	3	3	2		
Service establishment supply houses	5	3	4	4	3	Clothing, furnishings, footwear...	5	5	5	5	3		
Metals, metalwork (except scrap)....	2	3	3	3	3	Dry goods (general and specialty lines).....	6	6	6	5	3		
Iron, steel and products.....	3	5	4	4	4	Paper, allied products.....	3	2	2	2	1		
Nonferrous metals.....	3	3	2	4	1	Paper.....	3	2	2	2	1		
Scrap, waste materials.....	2	2	3	3	2	Amusement, sporting goods.....	6	4	4	4	4		
Iron, steel scrap.....	3	3	4	4	3	Coal wholesalers.....	5	6	6	6	2		
Waste materials.....	4	4	6	6	3								

Note: The above table provides approximate measures of the sampling variability of the dollar volume estimates of sales and of the ratio between sales for the two consecutive months specified. The ratio between sales for two consecutive months generally has a smaller sampling error than the level estimates in those months. These sampling errors are themselves subject to sampling variability and thus should be regarded as giving a general rather than exact idea of the variability due to sampling. Differences from month to month may be due to this error in the estimates of sampling error. Differences may also result from seasonal or cyclical fluctuation in the sales of individual firms (see page 2, for statement on nonsampling errors).

The sampling errors shown above can be converted to a range by the following computation: Multiply the sampling error by the estimate (whether it is a dollar volume estimate or a ratio). Add and subtract the resulting product from the published estimate. The resulting range is expected to include the "expected value" (that is, the value which could be obtained from a complete enumeration) about two out of three times. Doubling the sampling error and repeating the above process will give a range which will include the "expected value" about 19 out of 20 times.

To illustrate the computation of these ranges for monthly dollar volume estimates, consider the estimate made for all durable goods in March 1957. The published estimate is \$4,292 million while the sampling error shown for this month is 1.4 percent (or .014). Multiplying \$4,292 million by .014, we obtain \$60 million. Thus, the chances are two out of three that the "expected value" of the estimate is between \$4,232 and \$4,352 million. Doubling the given sampling error gives us the limits, \$4,172 to \$4,412 million, which will contain the "expected value" 19 out of 20 times.

As an example of the use of these sampling error data with ratios, consider the ratio of change from February 1957 to March 1957 for all durable goods. This ratio of change, obtained by dividing \$4,292 million by \$3,981 million, is 1.08 (it can also be expressed as an 8% increase). The sampling error of this statistic is 0.7 percent (.007). Multiplying 1.08 by .007, we obtain .008 as the standard error of the ratio. There is a probability of two out of three that the "expected ratio" is contained in the range 1.07 to 1.09 while there is a probability of 19 out of 20 that the "expected ratio" is contained in the range 1.06 to 1.10.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS
OCTOBER 1957

Kind of business	Sales*			Inventory, end-of-month (at cost)		Stock-sales ratios (percent)		
	Percent change							
	October 1957 from--		10 mo. 1957 from 10 mo. 1956	Percent change, Oct. 1957 from--		October 1957	October 1956	September 1957
	October 1956	September 1957		October 1956	September 1957			
MERCHANT WHOLESALERS, TOTAL.....	-4	+9	+1	+1	+1	125	119	136
DURABLE GOODS, TOTAL.....	-8	+7	-3	+4	-1	165	r147	177
Automotive wholesalers.....	+3	+8	+3	0	0	170	180	188
Motor-vehicle distributors*.....	-2	-2	-6	0	-5	130	124	135
Automotive equipment, tire-tube wholesalers.....	+5	+9	+6	0	0	176	190	198
Electrical, electronics, appliance distributors.....	r+1	r+5	0	0	+1	169	166	179
Electrical apparatus, supplies distributors.....	+1	+3	-1	+3	0	150	146	159
Electrical appliances, TV, radio sets, electronic parts, distributors.....	+2	+8	0	-2	+2	191	188	205
Furniture, home furnishings wholesalers.....	-2	+14	0	+3	0	181	167	192
Furniture wholesalers*.....	-3	+6	+1	+8	+2	164	140	161
Home furnishings, floor coverings wholesalers.....	-2	+20	-1	+1	-1	186	176	203
Hardware, plumbing-heating goods wholesalers.....	0	+8	-2	-2	-2	172	172	186
Hardware wholesalers.....	+1	+7	0	-1	-2	194	187	207
Plumbing, heating equipment, supplies distributors.....	-2	+8	-3	-3	-2	153	159	167
Lumber, construction materials distributors.....	-12	+9	-11	-4	-3	95	94	103
Lumber, millwork wholesalers.....	-18	+8	-16	-5	-5	124	129	139
Construction materials distributors.....	-6	+10	-4	-3	-2	75	72	80
Machinery, equipment, supplies distributors.....	-3	+7	+2	+8	0	184	158	195
Air conditioning, commercial refrigeration equipment, distributors*.....	+1	+3	0	0	0	176	177	170
Commercial machines, equipment distributors*.....	-4	0	+4	-3	-4	132	132	141
Industrial machinery, equipment, supplies distributors.....	-3	+12	+1	+17	+1	176	134	191
Professional equipment, supplies distributors.....	+8	0	+9	+4	0	175	158	184
Surgical, medical, hospital supply houses*.....	+5	-3	+8	0	+1	149	161	159
Service establishment supply houses.....	+3	+6	+5	+5	+1	143	142	146
Metals, metalwork (except scrap) distributors.....	-25	+12	-8	+21	0	215	r144	242
Iron, steel and products distributors.....	-26	+12	-7	+22	0	260	172	292
Nonferrous metals distributors.....	-22	+12	-11	+8	-1	91	67	103
Scrap, waste materials dealers.....	-34	-5	-12	-7	r+2	54	42	53
Iron, steel scrap dealers.....	-37	-9	-9	-1	+2	49	34	46
Waste materials dealers.....	-26	+4	-16	-13	+3	63	57	64
Jewelry wholesalers*.....	-13	r+10	-2	-2	-4	223	195	263
NONDURABLE GOODS, TOTAL.....	-2	+11	+4	-2	+2	94	96	103
Grocery, confectionery, meat wholesalers.....	r+8	+8	+6	+1	+3	70	r73	74
General-line grocery wholesalers.....	+10	+8	+8	+2	+3	92	96	96
Voluntary groups*.....	+6	+8	+7	0	+5	89	94	91
Retailer-cooperative*.....	+15	+6	+12	0	+3	71	81	70
Nonaffiliated*.....	+3	+5	+5	+4	+1	113	106	118
Specialty-line grocery wholesalers.....	+6	+7	+2	-3	+3	68	67	79
Confectionery wholesalers.....	+17	+11	+9	+12	+5	79	76	84
Meat, meat products wholesalers.....	+7	+9	+12	+13	+2	17	17	18
Farm products (edible) distributors.....	+11	+12	-1	0	+6	24	26	26
Poultry, poultry products distributors.....	+28	+18	+3	-11	+4	18	26	21
Fresh fruit, vegetable wholesalers.....	+3	+8	-3	+5	+7	28	27	28
Beer, wine, distilled spirits wholesalers.....	-2	+12	+2	0	+8	113	112	115
Beer, ale distributors.....	-1	+3	+3	+8	-2	63	60	62
Wine, distilled apirits wholesalers.....	-3	+22	+2	-2	+11	144	143	158
Drugs, chemicals, allied products wholesalers.....	+8	+9	+7	+6	+1	140	141	154
Drug wholesalers (general and specialty lines).....	+17	+12	+10	+9	+2	153	156	169
Industrial chemicals, explosives wholesalers.....	-8	+4	+3	-6	-3	97	102	109
Paint, varnish wholesalers.....	0	0	+2	+6	-2	156	144	165
Tobacco distributors.....	+5	r+11	+5	+5	+2	53	55	56
Dry goods, apparel wholesalers.....	0	+8	+1	-1	-2	170	161	185
Clothing, furnishings, footwear wholesalers.....	-3	+4	+1	+4	-5	175	160	206
Dry goods wholesalers (general and specialty lines).....	+8	0	+4	-2	-1	148	147	149
Piece goods converters.....	-8	+16	-4	-10	+1	214	199	227
Paper, allied products wholesalers.....	-2	+9	0	+2	+1	110	110	119
Paper wholesalers.....	-1	+9	0	+2	0	106	108	115
Stationery, wallpaper wholesalers*.....	-8	+14	+1	+5	+2	140	126	154
Farm products (raw materials) merchants *.....	-23	+19	+11	-21	+4	114	120	166
Other nondurable goods wholesalers.....	+1	+3	+7	+6	0	99	95	100
Amusement, sporting goods distributors.....	-3	+3	+5	+11	-2	170	161	170
Book, magazine, newspaper wholesalers*.....	+12	-1	+15	+18	+2	118	112	116
Coal wholesalers.....	-17	+6	+3	+2	+3	115	104	123
Farm supplies wholesalers*.....	-11	-5	+5	-4	+1	102	141	120

* See text, page 2.

r Revised since Advance Release dated December 3, 1957

Table 3.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS

OCTOBER 1957

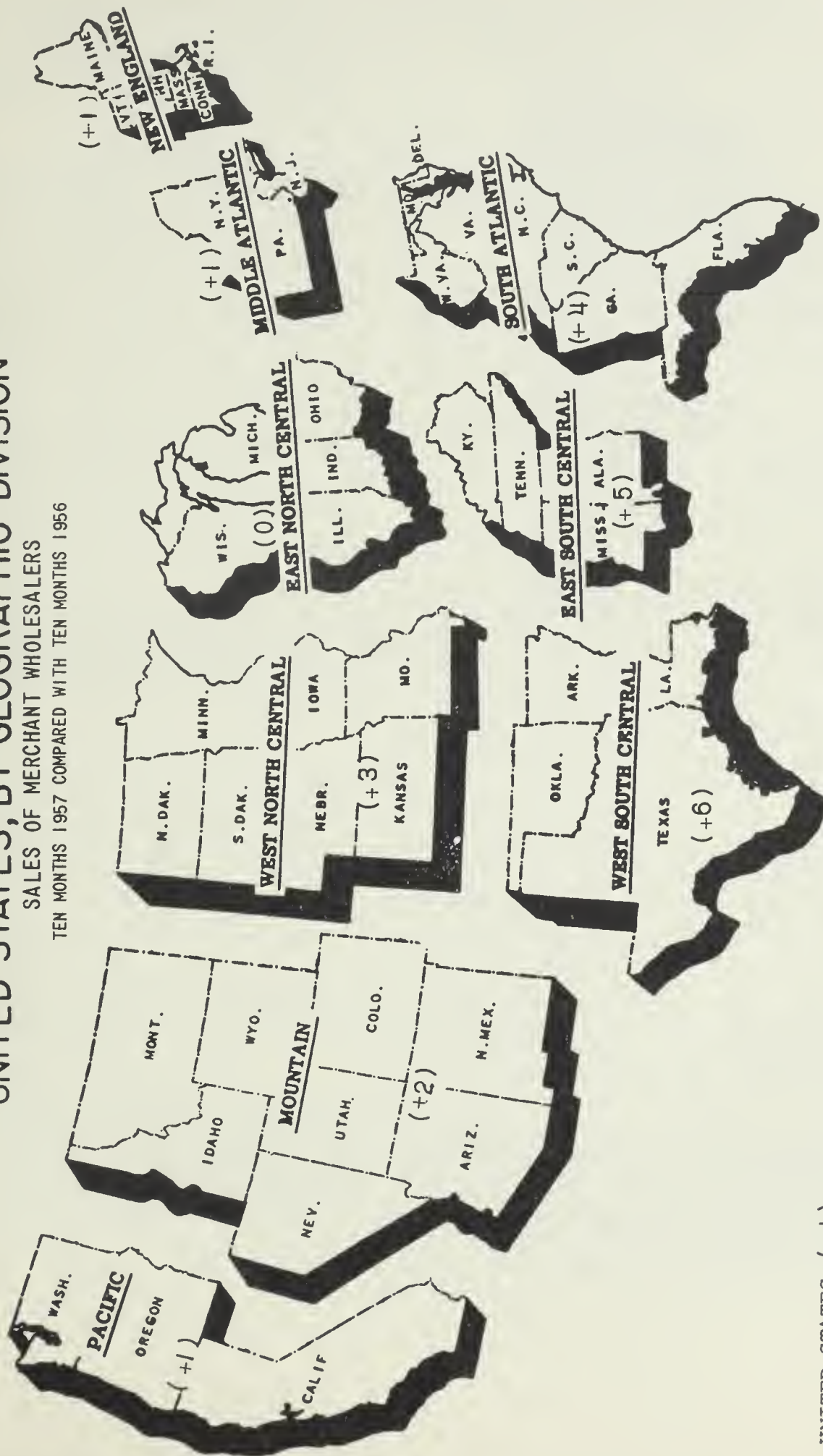
Kind of business and geographic division (see map page 9)	Sales ¹			Inventory, end-of-month (at cost)		Stock-sales ratios		
	Percent change					(percent)		
	October 1957 from--		10 mo. 1957 from 10 mo. 1956	Percent change, Oct. 1957 from--		Oct. 1957	Oct. 1956	Sept. 1957
	Oct. 1956	Sept. 1957		Oct. 1956	Sept. 1957			
MERCHANT WHOLESALERS, TOTAL.....	-4	+9	+1	+1	+1	125	119	136
New England.....	-4	+5	+1	+3	-2	111	102	121
Middle Atlantic.....	-5	+9	+1	+1	0	111	109	122
East North Central.....	-5	+9	0	+5	+1	121	109	130
West North Central.....	-1	+5	+3	-3	+1	126	126	140
South Atlantic.....	-1	+7	+4	-2	+2	137	142	146
East South Central.....	-7	+13	+5	-4	-1	145	137	168
West South Central.....	-7	+8	+6	-3	0	148	142	159
Mountain.....	-3	+5	+2	+2	0	143	137	147
Pacific.....	-4	+10	+1	+10	+2	136	114	139
Automotive equipment, tire-tube wholesalers.....	+5	+9	+6	0	0	176	190	198
New England.....	+11	+23	+9	+18	+2	187	186	223
Middle Atlantic.....	+10	+13	+7	+1	+3	151	170	175
East North Central.....	+13	+15	+9	+6	0	167	178	194
West North Central.....	+10	0	+11	+4	0	245	243	250
South Atlantic.....	+7	+14	+4	-1	+6	180	189	203
East South Central.....	0	+7	+7	+3	-7	187	203	200
West South Central.....	+4	+7	+6	-4	-1	196	230	215
Pacific.....	-2	+2	+4	0	0	208	197	205
Electrical apparatus, supplies distributors.....	+1	+3	-1	+3	0	150	146	159
New England.....	-4	+1	-10	+2	-1	136	121	144
Middle Atlantic.....	+2	+11	-1	+11	0	134	125	160
East North Central.....	-8	+6	-7	+8	+3	145	124	151
West North Central.....	+6	+8	+2	+6	+1	194	198	199
South Atlantic.....	0	+3	-2	+2	-3	159	147	161
East South Central.....	(X)	+2	(X)	(X)	-7	(X)	(X)	(X)
West South Central.....	+6	-10	+2	-4	-2	180	198	165
Pacific.....	+7	+10	+2	-6	0	127	150	141
Elect. appliances, TV, radio sets, electronic parts distributors.	+2	+8	0	-2	+2	191	188	205
New England.....	-8	-3	+4	+14	-2	152	117	149
Middle Atlantic.....	+3	+17	+1	+1	0	181	184	209
East North Central.....	+1	+12	0	-7	+2	190	201	218
West North Central.....	-5	+9	-9	+1	+2	199	204	215
South Atlantic.....	-2	+2	+5	-4	0	201	198	210
East South Central.....	-13	+5	-5	+3	+2	210	171	216
West South Central.....	(X)	+4	(X)	(X)	-1	217	221	227
Pacific.....	+10	+13	+7	+7	+13	187	176	173
Furniture, home furnishings wholesalers.....	-2	+14	0	+3	0	181	167	192
New England.....	+9	+9	0	+3	0	129	136	139
Middle Atlantic.....	-3	+13	+1	+1	-2	191	168	210
East North Central.....	-8	+13	+2	+6	0	157	141	168
West North Central.....	-5	+11	+5	+4	+1	184	164	194
South Atlantic.....	(X)	+9	0	+9	+16	160	158	179
East South Central.....	+13	(X)	-3	(X)	(X)	(X)	(X)	(X)
West South Central.....	-6	+16	-1	-7	+1	209	210	221
Mountain.....	(X)	+35	(X)	(X)	(X)	(X)	(X)	(X)
Pacific.....	-6	+7	-2	(X)	+5	218	177	194
Hardware wholesalers.....	+1	+7	0	-1	-2	194	187	207
Middle Atlantic.....	-10	+15	-5	-1	-2	120	104	135
East North Central.....	-7	+1	-2	-6	-2	194	191	204
West North Central.....	-1	+1	0	-3	-3	198	203	205
South Atlantic.....	-2	+6	0	+4	+1	250	238	260
East South Central.....	+1	+5	-2	-3	0	198	206	206
West South Central.....	-2	+2	-1	+10	0	198	188	221
Mountain.....	(X)	+2	-7	-5	-5	302	253	304
Pacific.....	+3	+2	-1	0	-4	224	225	242
Plumbing, heating equipment, supplies distributors.....	-2	+8	-3	-3	-2	153	159	167
New England.....	-11	+4	-9	+4	+1	147	111	159
Middle Atlantic.....	+3	+11	-4	-3	-3	195	205	218
East North Central.....	+2	+7	-4	-7	-1	111	122	121
West North Central.....	+2	+4	-3	-1	-2	152	148	162
South Atlantic.....	+1	+9	0	+3	-4	136	145	155
East South Central.....	-14	-3	-9	(X)	0	(X)	(X)	(X)
West South Central.....	+4	-1	+3	-12	-2	177	196	169
Mountain.....	0	+5	-4	(X)	+3	98	128	108
Pacific.....	+4	+5	-3	+2	0	199	199	233
Lumber, construction materials distributors.....	-12	+9	-11	-4	-3	95	94	103
New England.....	(X)	+9	(X)	(X)	-11	104	96	110
Middle Atlantic.....	-8	+13	-10	-7	-6	72	71	80
East North Central.....	-10	+6	-12	+4	-2	94	87	101
West North Central.....	-7	-4	-9	(X)	-2	90	107	85
South Atlantic.....	-9	+7	-4	-6	-7	105	121	124
West South Central.....	+10	+14	-1	+2	+5	123	142	136
Pacific.....	-9	+2	-17	+11	-4	95	84	107

See Page 10 for footnotes.

UNITED STATES, BY GEOGRAPHIC DIVISION

SALES OF MERCHANT WHOLESALERS

TEN MONTHS 1957 COMPARED WITH TEN MONTHS 1956



UNITED STATES (+1)

USCOMM--DC

Table 3.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS--Continued

OCTOBER 1957

Kind of business and geographic division (see map page 9)	Sales ¹			Inventory, end-of-month		Stock-sales ratios		
	Percent change			(at cost)		(percent)		
	Oct. 1957 from--		10 mo. 1957 from 10 mo. 1956	Percent change, Oct. 1957 from--		Oct. 1957	Oct. 1956	Sept. 1957
	Oct. 1956	Sept. 1957		Oct. 1956	Sept. 1957			
Industrial machinery, equipment supplies distributors.....	-3	+12	+1	+17	+1	176	134	191
New England.....	(X)	+9	(X)	(X)	(X)	(X)	(X)	(X)
Middle Atlantic.....	+3	+15	-4	+32	-1	249	182	300
East North Central.....	-6	+7	0	+13	0	136	111	144
West North Central.....	-6	+7	-3	(X)	0	143	130	141
South Atlantic.....	-24	+8	+6	+1	0	164	110	167
East South Central.....	(X)	+5	(X)	-7	-2	180	144	197
West South Central.....	-12	-2	+3	+17	-1	173	132	170
Mountain.....	+7	+14	+4	+19	(X)	171	151	162
General-line grocery wholesalers.....	+10	+8	+8	+2	+3	92	96	96
New England.....	+6	+1	+6	(X)	(X)	(X)	(X)	(X)
Middle Atlantic.....	-1	+7	+4	-2	+3	101	100	100
East North Central.....	+10	+7	+7	+9	+7	83	83	80
West North Central.....	+9	+5	+5	+2	+8	103	111	100
South Atlantic.....	+4	+9	+5	+2	+4	83	84	87
East South Central.....	+14	+9	+8	-2	+1	111	129	123
West South Central.....	+6	+16	+8	-1	-3	78	92	94
Mountain.....	+1	+7	+6	-9	-2	102	90	111
Pacific.....	+2	+17	+14	+13	-1	81	68	96
Specialty-line grocery wholesalers.....	+6	+7	+2	-3	+3	68	67	79
New England.....	-2	+9	+3	(X)	(X)	54	70	65
Middle Atlantic.....	+4	+16	-1	-5	+5	54	62	72
East North Central.....	+4	+11	+6	-3	-1	63	67	72
South Atlantic.....	+12	+7	+5	+7	+1	100	108	101
West South Central.....	-15	+3	+10	(X)	(X)	(X)	(X)	(X)
Pacific.....	-3	+14	-2	-8	+7	71	54	74
Fresh fruit, vegetable wholesalers.....	+3	+8	-3	+5	+7	28	27	28
Middle Atlantic.....	-8	+10	-3	+22	-5	9	8	11
East North Central.....	+4	+11	-1	+11	+26	18	23	17
West North Central.....	+3	-6	-5	+11	+13	57	50	49
South Atlantic.....	+8	+9	+1	+5	+3	43	47	47
West South Central.....	-5	0	-1	(X)	+3	34	38	30
Pacific.....	0	+8	-2	-7	+3	22	24	24
Drug wholesalers (general and specialty-lines).....	+17	+12	+10	+9	+2	153	156	169
New England.....	+12	+5	+8	(X)	(X)	(X)	(X)	(X)
Middle Atlantic.....	+6	+21	+7	+4	+2	137	143	163
East North Central.....	+13	+14	+9	+14	+4	144	146	156
West North Central.....	+8	+5	+8	+6	-1	175	179	184
South Atlantic.....	+17	+20	+9	+14	+1	152	151	172
East South Central.....	+14	+9	+10	+11	0	162	169	181
West South Central.....	+19	+9	+10	+12	+2	189	202	204
Mountain.....	+12	+13	+6	+11	+6	177	181	185
Pacific.....	+9	+13	+9	+11	+5	153	150	166
Tobacco distributors.....	+5	^r +11	+5	+5	+2	53	55	56
New England.....	+13	+7	+7	(X)	(X)	(X)	(X)	(X)
Middle Atlantic.....	+4	+6	+5	-4	+3	43	44	43
East North Central.....	+7	+5	+7	+6	+2	56	55	60
West North Central.....	+3	+1	+3	+10	+5	69	67	66
South Atlantic.....	+17	+16	+9	+4	-1	54	62	66
East South Central.....	+18	+14	+4	+10	+1	57	65	66
West South Central.....	+14	+15	+6	+4	+3	43	47	47
Pacific.....	+9	+12	+8	+11	+2	43	43	50
Dry goods, apparel wholesalers.....	0	+8	+1	-1	-2	170	161	185
New England.....	-6	(X)	0	-2	0	147	148	143
Middle Atlantic.....	-7	+9	+1	-2	-6	167	158	195
East North Central.....	-2	+14	+7	-12	0	145	130	160
West North Central.....	+11	-10	+5	-2	-11	243	267	214
South Atlantic.....	+5	+7	-3	+17	-4	192	171	223
Pacific.....	0	-10	+7	(X)	0	107	100	96

X Withheld due to extreme variation of reported data.

¹ See text, page 2.^r Revised since Advance Release dated December 3, 1957.

All kinds of business in which merchant wholesalers operate are represented in this survey. The kinds of business shown in this report parallel broad classifications used in the 1954 Census of Business covering wholesale trade. Each establishment in this survey has been assigned a kind-of-business classification based upon its trade designation and an analysis of its sales by commodity lines as reported to the Bureau of the Census. A description of each kind-of-business classification in this report is given below.

DURABLE GOODS

Automotive wholesalers

Motor-vehicle distributors.--Merchant wholesale establishments primarily engaged in selling new and used passenger automobiles and similar motor vehicles, road-type trucks, truck-tractors, busses, trailers, and semitrailers to dealers or to fleet operators, industrial accounts, and to commercial users. Dealers in road-type trucks, truck-tractors, and truck-trailers are included here on the basis of kind-of-goods sold.

Automotive equipment, tire-tube wholesalers.--Merchant wholesale establishments--frequently referred to as jobbers in this trade--primarily engaged in selling automotive equipment, accessories, parts, tires, tubes and garage equipment and tools.

Electrical, electronics, appliance distributors

Electrical apparatus, supplies wholesalers.--Merchant wholesale establishments selling a general line of electrical goods such as electrical equipment and apparatus; wiring supplies and construction materials; lighting fixtures and lamps; radio and television sets and accessories; electric refrigerators and other electrical appliances and specialties; and electronic parts and equipment; and those primarily engaged in selling such electrical equipment and apparatus; wiring supplies and construction materials, and lighting fixtures and lamps, as conduits and fittings, interior wires and cables, wiring devices, safety switches, poles, crossarms, pole-line hardware, outside wires and cables, residential, commercial, and industrial lighting fixtures, and incandescent and fluorescent lamps. Establishments specializing in the sale of electrical prime movers and other electrical power equipment for the generation, transmission, or utilization of electric energy are also included.

Electrical appliances, TV, radio sets, electronic parts distributors.--Merchant wholesale establishments primarily engaged in selling such electrical appliances and specialties as radio and television sets, dish washers, electric refrigerators, electric ranges, washing machines, ironers, radio and television parts and accessories, home freezers, sewing machines, hot water heaters, electric irons, percolators, clocks, hotplates, vacuum cleaners, etc., and electronic tubes, electronic replacement parts and accessories, and transmission and sound equipment.

Furniture, home furnishings wholesalers

Furniture wholesalers.--Merchant wholesale establishments primarily engaged in selling home or office furniture--wooden, metal or other.

Home furnishings, floor coverings wholesalers.--Merchant wholesale establishments primarily engaged in selling household china, glassware, and earthenware; floor coverings (carpets, rugs, linoleums, etc.); antique home furnishings; and miscellaneous home furnishings such as brooms, brushes, curtains, draperies, pictures and picture frames, window shades, kitchen utensils, phonograph records, and musical instruments.

Hardware, plumbing, heating goods wholesalers

Hardware wholesalers.--Merchant wholesale establishments selling a general line of merchandise sufficiently broad to service retail hardware stores and the hardware departments of other outlets--general-line hardware wholesalers; and establishments primarily engaged in selling builders hardware, heavy hardware, shelf or light hardware, and hardware specialties such as tools, cutlery, bolts, nuts, rivets, screws, padlocks, keys, and the like--specialty-line hardware wholesalers.

Plumbing, heating equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling plumbing and heating equipment and supplies such as plumbing fixtures, including sanitary ware; steam and hot water heating boilers, radiators, parts, and fittings; stoves, ranges, furnaces, and other types of heating apparatus (except electric); oil burners; gas appliances and supplies; plumbing pipe, valves, and fittings; and plumbers brass goods.

Lumber, construction materials distributors

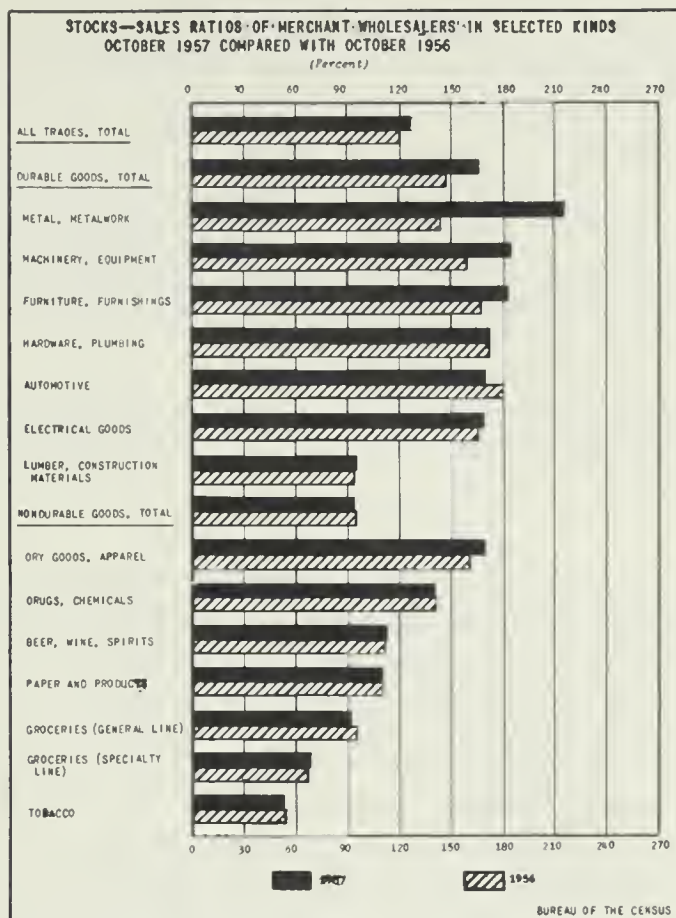
Lumber, millwork wholesalers.--Merchant wholesale establishments primarily engaged in selling lumber and millwork such as rough, dressed, and finished lumber; sheathing, siding, flooring, shingles, plywood, veneers, doors, sashes, frames, interior woodwork and trim.

Construction materials distributors.--Merchant wholesale establishments primarily engaged in selling such construction materials as brick, tile, and terra cotta; cement, lime, and plaster; building glass; sand, gravel, and crushed stone, ready-mixed concrete; roofing, siding and insulation; and stone, slate, concrete products, and building board.

Machinery, equipment, supplies distributors

Air conditioning, commercial refrigeration equipment distributors.--Merchant wholesale establishments primarily engaged in selling commercial refrigeration equipment (including electric) such as refrigerators; display cases, freezers, dispensers, water coolers, food locker equipment; and those selling air conditioning and ventilating equipment and supplies, including fans, blowers, and accessories. Establishments specializing in the sale of commercial refrigeration components and accessories are also included in this classification.

Commercial machines, equipment distributors.--Merchant wholesale establishments primarily engaged in selling office machines and equipment (except furniture) such as adding machines, typewriters, addressing, duplicating, sealing, computing, stapling, accounting, and statistical machines; restaurant and hotel equipment such as coffee urns, steam tables, china, glassware, silverware, linens, and related items; store machines and fixtures such as display fixtures, chow racks, pricing equipment, cash registers, scales, meat slicers and grinders, coffee grinders, etc.; and such related equipment as florists' supplies, theater supplies and equipment, and parking meters. Establishments primarily engaged in selling to users are included, as well as those selling to dealers.



Machinery, equipment, supplies distributors--continued

Industrial machinery, equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling machinery, equipment, and supplies to manufacturing and mining concerns. Included here are establishments selling industrial machinery; industrial belting, hose, and packing; machine tools, mine and mill supplies; oil well and oil refining supplies; printing machinery and supplies; industrial rope, cordage, and twine; industrial materials, handling equipment; power transmission equipment; and machinery and equipment for such industries as food products, woodworking, shoe manufacturing, tanning, textile, and paper and pulp.

Professional equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling dental supplies (chairs, sterilizers, cabinets, instruments, dental gold and alloys, wax, teeth, and the like); religious supplies (church goods and religious articles such as statuary, vestments, fonts, candles, religious pictures, calendars, literature, etc.); school equipment and supplies (desks, blackboards, chalk, rulers, wall and globe maps, etc.); optical goods; surgical, medical, hospital supplies, and equipment; artists supplies; engineering instruments and supplies; and supplies for other professions.

Surgical, medical, hospital supply houses.--Merchant wholesale establishments primarily engaged in selling surgical and medical instruments; doctors apparatus and equipment; orthopedic appliances; artificial limbs; operating room and other hospital equipment; X-ray machines and accessories and other scientific instruments used by physicians and in hospitals.

Service establishment, supply houses.--Merchant wholesale establishments primarily engaged in selling barber and beauty supplies; laundry, dry cleaning equipment, supplies (washing, drying, ironing, and pressing machines; laundry soaps and chemicals; dry cleaning fluids, marking equipment, etc.); shoe service supplies and equipment; undertakers supplies (caskets, burial vaults, burial garments, embalming chemicals and preparations, and other morticians and funeral equipment); upholsterers supplies (fabrics, leather and fillings, and other types of supplies used in the upholstery trade); and miscellaneous service equipment, such as janitors' supplies, furriers' supplies, bootblack's supplies, and hat cleaners' supplies.

Other machinery, equipment supplies distributors (not shown separately in accompanying table).--Merchant wholesale establishments primarily engaged in selling (a) transportation equipment such as aircraft and aeronautical equipment, supplies; railroad equipment, supplies; marine equipment, supplies; and other transportation equipment and supplies; (b) construction machinery, equipment such as road building machinery, excavating and dredging machinery, derricks, cranes, hoists, and winches; and related construction equipment as pneumatic hammers, concrete construction clamps and forms, scaffolding, chutes, and wheelbarrows--but not construction materials, and (c) farm-garden machinery, equipment (including tractors) used in the preparation and maintenance of the soil, the planting and harvesting of crops, and other operations and processes pertaining to agriculture; dairy machinery and equipment, such as milking machines and cream separators; poultry equipment, such as incubators, brooders, and feeders and irrigation equipment.

Metals, metalwork (except scrap) distributors

Iron, steel, and products distributors.--Merchant wholesale establishments usually referred to as steel warehouses--primarily engaged in selling iron and steel products such as semifinished forms and shapes, plate, sheats, strips, bars, structural shapes, piling, nails, tubular products, wire products, forgings and castings. Steel warehouses of firms operating steelworks and rolling mills are also included here.

Nonferrous metals distributors.--Merchant wholesale establishments primarily engaged in selling nonferrous metals and metalwork such as aluminum, copper, tin, brass, lead, and zinc.

Scrap, waste materials dealers

Iron, steel scrap dealers.--Merchant wholesale establishments primarily engaged in assembling, breaking up, sorting, and selling all forms of iron and steel scrap.

Waste materials dealers.--Merchant wholesale establishments primarily engaged in assembling, sorting, and selling such waste materials as nonferrous scrap metals, waste paper, rags, wiping cloths, textile wastes, scrap rubber, and other waste and salvage materials. Scrap iron and steel may be handled as secondary lines.

Jewelry wholesalers

Jewelry wholesalers.--Merchant wholesale establishments primarily engaged in selling a general-or specialty-line of jewelry such as clocks and watches; precious stones and metals; watch materials, jewelers supplies; costume jewelry; and miscellaneous items such as silverware, plated ware, medals, trophies, semi-precious stones, and insignia.

NONDURABLE GOODSGrocery, confectionery, meat wholesalers

General-line grocery wholesalers.--Merchant wholesale establishments handling a general line of dry groceries and processed foods usually sold in retail grocery stores, such as canned foods, flour, sugar, coffee, tea and spices, as well as such nonfood items as household chemicals, soaps and detergents, paper products, brooms, brushes, etc. Voluntary group wholesalers, retailer-cooperative warehouses, and cash-and-carry depots are included, as well as nonaffiliated general-line grocery wholesalers.

Specialty-line grocery wholesalers.--This classification includes two general types of merchant wholesale establishments: Those handling a combination of grocery items, no one item predominating, but not a sufficiently broad line of commodities to be classified as "general line"; and those primarily engaged in selling specialized lines of groceries and related products, such as canned foods; coffee, tea, and spices; dairy products; dried fruits and nuts; frosted and frozen foods; fish and seafood; bakery products; packaged breakfast cereals; flour; cooking oils and shortening; and soft drinks.

Confectionery wholesalers.--Merchant wholesale establishments primarily engaged in selling candy, chewing gum, popcorn, potato chips, salted nuts, fountain fruits and syrups, and related items. Cigars, cigarettes, and other products are also frequently handled as secondary lines.

Meat, meat products wholesalers.--Merchant wholesale establishments primarily engaged in selling fresh, frozen, cured or processed (but not canned) meats, lard, and other edible meat products. Secondary lines such as butter, cheese, eggs, dressed poultry, vegetable shortening, and canned meats are frequently handled.

Farm products (edible) distributors

Poultry, poultry products distributors.--Merchant wholesale establishments primarily engaged in selling live or dressed poultry, eggs, and related products. Establishments primarily engaged in dressing poultry are considered manufacturers.

Fresh fruit, vegetable wholesalers.--Merchant wholesale establishments primarily engaged in selling fresh fruits, vegetables, berries, melons, and related items.

Beer, wine, distilled spirits wholesalers

Beer, ale distributors.--Merchant wholesale establishments primarily engaged in selling beer, ale, porter, stout and other fermented malt liquors. Soft drinks, confectionery, tobacco, wines, and spirits are frequently handled as secondary lines.

Wine, distilled spirits wholesalers.--Merchant wholesale establishments primarily engaged in selling wines, whiskey, gin, rum, brandy, and other spirits, including neutral spirits and ethyl alcohol used in blending. Merchants who bottle and sell wines and distilled spirits manufactured in bulk by others, liquor departments of drug wholesalers, and State-operated wholesale outlets are included. State depots primarily engaged in supplying State liquor stores, however, are not included in wholesale trade.

Drugs, chemicals, allied products wholesalersDrug wholesalers (general and specialty lines)

General-line drug wholesalers (not shown separately).--Merchant wholesale establishments engaged in selling a full line of drugs, pharmaceuticals, proprietary medicines, druggists rubber goods, cosmetics, toiletries, drug sundries, and related merchandise. Cooperatives and voluntary group wholesalers handling a full line of drugs are also included in this classification. Liquor departments of drug wholesalers, however, are included with "wines and distilled spirits wholesalers."

Specialty-line drug wholesalers (not shown separately).--Merchant wholesale establishments primarily engaged in selling proprietary medicines, toilet preparations, and articles such as drugs, perfumes, cosmetics, powders, shaving preparations, toilet soap, dentifrices, combs, brushes, mirrors, medical glass, bandages, rubber goods, and antiseptics.

Drugs, chemicals, allied products wholesalers--Continued

Industrial chemicals, explosives wholesalers.--Merchant wholesale establishments primarily engaged in selling such industrial and heavy chemicals as coal-tar chemicals, plastics, compressed and liquefied gases (except LP gas), acids, ammonia, soda, industrial alcohols, explosives, dyestuffs, naval stores, etc. Concerns primarily engaged in selling pyrotechnics and ammunition for small arms are included in "Amusement and sporting goods wholesalers."

Paint, varnish wholesalers.--Merchant wholesale establishments primarily engaged in selling paints, varnishes, lacquers, enamels, calcimines, shellac, and stains. Glass, wallpaper, painters supplies, oils, chemicals, and related products are frequently handled as secondary lines.

Tobacco distributors

Tobacco distributors.--Merchant wholesale establishments primarily engaged in selling manufactured tobacco products such as cigars, cigarettes, chewing and smoking tobacco, and snuff. Confectionery, smokers articles, razor blades, playing cards, etc., are frequently handled as secondary lines.

Dry goods, apparel wholesalers

Clothing, furnishings, footwear wholesalers.--Merchant wholesale establishments primarily engaged in selling men's, boys' clothing, and furnishings (including suits, coats, overcoats, work clothing, hats and caps, shirts, ties, and underwear); women's, children's clothing, furnishings, and accessories (including suits, dresses, and skirts); furs and fur clothing; millinery, millinery supplies; shoes and other footwear; work clothing; and related lines.

Dry goods wholesalers (general and specialty lines)

General-line dry goods wholesalers (not shown separately).--Merchant wholesale establishments engaged in selling a diversified combination of lines usually sold in retail dry goods and general merchandise stores, including piece goods, home furnishings, work clothing, dresses, infants' wear, notions, and hosiery. Men's and women's clothing, furnishings, and millinery frequently constitute secondary lines.

Specialty-line dry goods wholesalers (not shown separately).--Merchant wholesale establishments primarily engaged in selling hosiery, underwear, piece goods, knit and lace goods, fancy linen and needlework and notions (thread, tapes, needles, pins, buttons, hair accessories, zippers, and shoe laces).

Piece goods converters.--Merchant wholesale establishments which purchase textiles in the gray or unfinished form, have them dyed and/or finished by others, usually on a contract basis, and sell to the cutting-up trade, garment makers, wholesalers, or retailers. Converters operating bleaching, dyeing, and finishing plants are not considered as merchant wholesalers.

Paper, allied products wholesalers

Paper wholesalers.--Merchant wholesale establishments primarily engaged in selling wrapping paper and other coarse paper; fine paper (writing papers, reproduction paper stock, cover, text, thin, and other fine papers); newsprint and book paper; paperboard; and converted paper products such as bags, boxes, cups, dishes, towels, napkins, tissues, and bottle caps.

Stationery, wallpaper wholesalers.--Merchant wholesale establishments primarily engaged in selling commercial and social stationery, including envelopes, type-writer and mimeograph paper in cut sizes, file cards and folders; and office supplies such as pens, pencils, writing inks, carbon paper, paper clips, type-writer ribbons, greeting cards, and erasers; and embossed and printed wallpaper for use in covering or decorating interior walls and ceilings.

Farm products (raw materials) merchants

Farm products (raw materials) merchants.--Merchant wholesale establishments primarily engaged in selling cotton, grain, hides, skins, raw furs, livestock, leaf tobacco, wool, mohair, horses and mules, and other inedible products such as broomcorn, moss, hair, feathers, bristles, and fibers. This classification includes merchants (including terminal elevators) primarily engaged in selling raw farm products in marketing centers. Dealers buying such products direct from farmers and assembling them at local production points are classified as "assemblers" and not included here.

Other nondurable goods wholesalers

Amusement, sporting goods distributors.--Merchant wholesale establishments primarily engaged in selling cameras and photographic goods (cameras, parts, and accessories, projection apparatus, enlargers, developing and printing room apparatus and accessories, sensitized unexposed photographic supplies and equipment); sporting goods (toys, games, novelties, fireworks, bicycles, sporting goods, and athletic goods); and other recreation goods such as playground equipment, billiard and bowling equipment and supplies; and hobby goods.

Book, magazine, newspaper wholesalers.--Merchant wholesale establishments primarily engaged in selling books, magazines, periodicals, newspapers, and related items.

Coal wholesalers.--Merchant wholesale establishments primarily engaged in selling bituminous coal, anthracite coal, and coke. This includes firms with coal yards as well as those selling goods shipped directly from mine to customer.

Farm supplies wholesalers.--Merchant wholesale establishments primarily engaged in selling mixed and other feeds; fertilizers, fertilizer materials, and agricultural chemicals; seeds (farm, garden, and flower); and miscellaneous farm supplies such as hay, straw, and alfalfa.

Merchant wholesalers, n.e.c.--(Not shown separately in the accompanying table.) Merchant wholesale establishments primarily engaged in selling petroleum products, cut flowers and potted plants; forest products except lumber; inedible oils and fats; textiles and materials other than dry goods; industrial yarns; crude rubber; ores; sponges; artificial leather; wood pulp; artificial flowers; and products not elsewhere classified; and establishments handling a line of merchandise too broad to be included in any of the classifications outlined above.

Ref.

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MONTHLY

WHOLESALE TRADE
REPORT

NOVEMBER 1957

U. S. DEPARTMENT OF COMMERCE
Sinclair Weeks, SecretaryBUREAU OF THE CENSUS
Robert W. Burgess, DirectorFOR RELEASE
JANUARY 10, 1958

SALES AND INVENTORIES

Sales

November 1957 sales of merchant wholesalers were estimated at \$9.6 billion, a decrease of 10 percent from October 1957, and an 8 percent decline from November sales a year ago. Cumulative sales for the first 11 months of 1957 totaled \$108.6 billion, about the same as reported for the comparable period of 1956.

Durable goods trades reflected sharper declines than the nondurable goods trades. Durable goods trades, with sales of \$3.9 billion in November 1957, showed a 13 percent decrease from previous month as well as year-ago sales. The nondurable goods trades, with November sales of \$5.7 billion, were down 8 percent from October and 4 percent from last November. For the year to date, sales in the nondurable goods trades were up 3 percent over the first 11 months of 1956 while sales in the durable goods trades were off 4 percent during the same period.

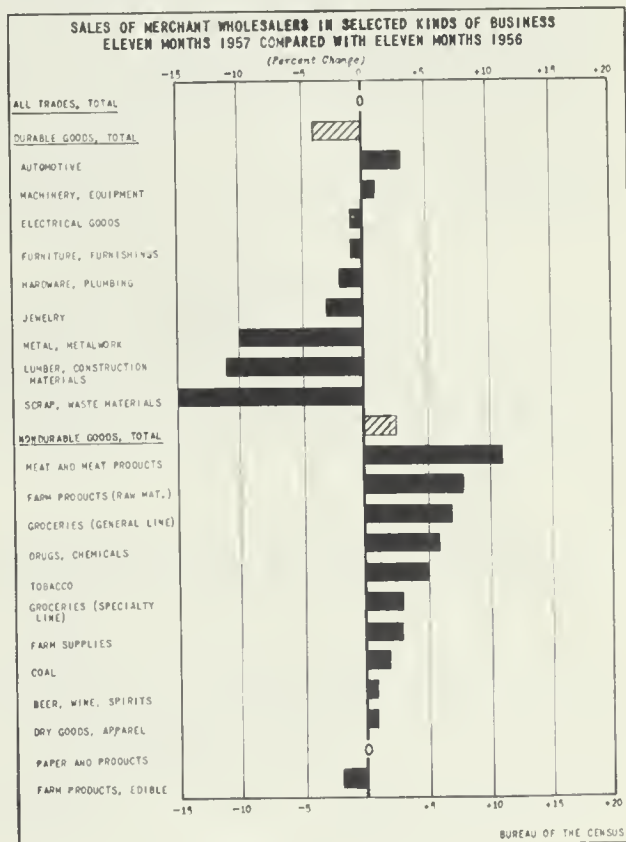
All but four trades reported seasonal declines from October sales. Iron and steel scrap dealers indicated the largest decline (31%). Dry goods wholesalers (21%), industrial machinery and equipment distributors (20%), and construction materials distributors (20%) also showed large decreases. Small increases over October were reported by wholesalers of wine, distilled spirits (10%), air conditioning and refrigeration equipment (7%), poultry (2%) and jewelry (1%). For the second successive month, iron, steel scrap dealers indicated the most substantial decline from year-ago sales (55%). The largest increase (12%) was shared by poultry distributors and book, magazine, newspaper wholesalers.

All geographic divisions experienced sales declines from both the previous month as well as a year ago. The East South Central Division and the East North Central Division showed the sharpest drop from October (13%). The East North Central Division also noted the principal decline in sales from a year ago (12%).

Inventories

Inventories of wholesalers at the end of November were at the same level as a month earlier but were up 1 percent above stocks on hand a year ago. Durable goods stocks declined slightly (1%) during the month but were 4 percent higher than stocks a year ago. Nondurable goods stocks, however, increased 2 percent from their October 31 level but declined 2 percent from year-ago inventories.

The November 1957 stock-sales ratio of 135 percent for all merchant wholesalers was 14 points above the October ratio and 13 points above the ratio for November 1956. The November stock-sales ratio for durable goods was 186 compared to the nondurable goods ratio of 98.



Changes from previous month inventories were small in most trades. Wine, distilled spirits wholesalers, up 9 percent, and beer, ale distributors down 8 percent, indicated the sharpest inventory changes. Many trades noted substantial changes from their year-ago inventory levels. Large increases were reported by iron and steel products distributors (29%), nonferrous metals distributors, meat wholesalers, and drug wholesalers (each up 12 percent). The most significant declines were shown by farm products (raw materials) merchants (21%), poultry distributors (20%), iron, steel scrap dealers (19%) and piece goods converters (12%).

General

This report includes monthly dollar volume estimates of sales of merchant wholesalers by kind of business from January 1956 through November 1957. These data are based on a probability sample representative of all merchant wholesalers in the country. A description of this sample and approximate measures of the reliability of the data are included on pages 2 and 6. Also included in this report are sales and inventory trends and stock-sales ratios by kind of business, for the United States as a whole and by geographic division.

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DESCRIPTION OF SAMPLE, ESTIMATING PROCEDURE, AND RELIABILITY OF THE DATA

1. Scope of Survey

This survey is limited to merchant wholesalers, which constitute the major portion of the broad field of wholesale trade, and excludes other types of wholesale trade such as manufacturers sales branches and sales offices; petroleum bulk stations; agents and brokers and assemblers of farm products. All kinds of business in which merchant wholesalers operate are represented in this survey.

Merchant wholesalers are defined in the Standard Industrial Classification Manual issued by the Bureau of the Budget, Executive Office of the President, as "Establishments usually known as wholesalers, merchant wholesalers or jobbers, primarily engaged in buying, taking title to, and where customary, physically storing and handling goods and selling the goods at wholesale principally to retailers and industrial and commercial users. This group also includes industrial and distributors, exporters, and importers, cash-and-carry wholesalers; drop shippers, wagon distributors, etc. The establishments included in this group may perform operations on the goods incidental to the wholesale trading and delivery, such as installing equipment, and fixtures; and collecting and baling waste materials." Firms which, in addition to merchant wholesale establishments, operate other types of establishments, e.g., retail, manufacturing, etc., report in this survey only for their merchant wholesale establishments. A description of each kind-of-business classification shown in this report is included on pages 11 and 12.

2. Sample Design

Firms reporting in the survey are part of a probability sample representing merchant wholesalers in all kinds of business. The sample, which includes over 17,000 firms (about 26,000 establishments) is drawn from two sources: (1) 1954 Census of Business lists representing all wholesalers (with paid employees) in business in 1954 and (2) Bureau of Old Age and Survivors Insurance (BOASI) lists of wholesalers (with paid employees) entering business (or requesting new Employer Identification Numbers) since 1954. The sample is supplemented twice a year for new firms on the BOASI lists.

The reporting panel includes a fixed panel of about 1,400 very large firms reporting monthly and four rotating panels each containing about 3,900 smaller firms which report every fourth month. In any given month, the total reporting panel includes about 5,300 firms.

The number of firms selected in the sample for each kind of business varies from 150 to 650 firms, depending upon (a) the total number of firms in the trade, (b) the distribution of firms within the trade by sales size, and (c) whether geographic division trends are to be shown for the trade. In those kinds of business for which percentage changes are shown by geographic division, the sample chosen for the national estimates was increased by about 50 percent to provide wider representation by geographic division. In some of these trades, however, data are not shown separately for some geographic divisions because even this increase in the sample size will not provide reliable results in all geographic divisions.

3. Published Data

Sales.--This report includes monthly dollar volume estimates of sales by kind of business for the United States as a whole (Table 1) and sales trends (percent changes) derived from these estimates (Table 2). Sales trends are shown in Table 2 for some detailed kind of businesses for which estimates are not shown separately in Table 1. For these kinds of business (identified by * in Table 2) the trends are based only on the weighted sales of identical firms (i.e., firms reporting data for each of the months for which comparisons are made). Sales trends by geographic division are also shown for selected kinds of business (Table 3). In Table 3 the trends for geographic division are based on weighted sales of identical firms; however, sales trends at the United States level are derived from the dollar volume estimates shown in Table 1.

Sales include sales of merchandise and receipts from repairs or other services to customers after deducting returns and allowances, and discounts. Sales of merchandise for others on a commission basis are also included. Local and State sales taxes, and Federal excise taxes are included.

Inventories.--This report presents inventory trends by kind of business for the United States as a whole (Table 2) and by geographic division (Table 3). These inventory trends are based on the weighted inventories of identical firms (i.e., firm reporting data for each of the months compared).

Inventories represent stocks, at cost, of merchandise on hand for sale at the end of the month.

Stock-sales ratios.--These are presented by kind of business for the United States as a whole (Table 2) and by geographic division (Table 3). The stock-sales ratios are percentages derived by dividing weighted stocks, at cost, by weighted sales for only those firms reporting inventories in conjunction with sales in all three periods compared. Excluded from these ratios were all firms which report "zero" inventories (e.g., drop shippers). No adjustment is made in these calculations for the markup of sales, which varies from trade to trade. Stock-sales ratios for previous months shown in the current report may differ from those published in previous reports since the reporting panel varies.

4. Estimating Procedure

Each firm selected in the sample has an assigned weight which reflects its probability of selection in the sample. Large firms are selected with certainty, this having a weight of one (1). Other firms are sampled at varying rates, depending upon size, with smaller firms having a lower probability of selection and thus a larger weight.

For most firms reporting, data are available for each of three months (current, previous, and year ago). New firms reporting provide data for at least two months (current and previous). Sales and inventory figures reported for each firm are multiplied by its weight (the reciprocal of its probability of selection) and the results summarized to obtain the dollar volume estimates, percentage changes and stock-sales ratios shown in this report.

Volume estimates.--The summation of the weighted reports of sales for each monthly panel provides unbiased dollar volume estimates, by kind of business, for two months--the current month and the preceding month. However, the published estimate is a "composite" of two estimates (a) the unbiased estimate for the current month obtained from the summation of the current month reports and (b) a ratio estimate obtained by multiplying the "composite" estimate for the previous month by the ratio of the current month unbiased to previous month unbiased estimates obtained from the summation of the current reports. The unbiased estimate (a) receives a weight of .3 while the ratio estimate (b) receives a weight of .7. The resulting weighted average provides a "composite" estimate of the dollar volume of sales considerably more reliable than either of the two estimates taken alone. The estimates shown for January-June 1956 were not obtained in this manner. Since unbiased estimates were not available for this period from the new sample which was introduced in July 1956, monthly estimates prior to that date were calculated by dividing the "composite" estimates for January-June 1957 by the year-to-year ratio for each of these months obtained from weighted reports of identical firms.

Percentage changes.--Two types of percentage change figures are presented in this report, viz., (1) percentage changes derived from dollar volume estimates (2) percent changes based on the weighted data from identical firms (i.e., those reporting data for each of the months for which comparisons are made). The percentage changes based on identicals however, should not be regarded as an unbiased measure of percentage change. Since only those establishments reporting in both periods compared are included, the net change due to births and deaths is not reflected in the ratios shown.

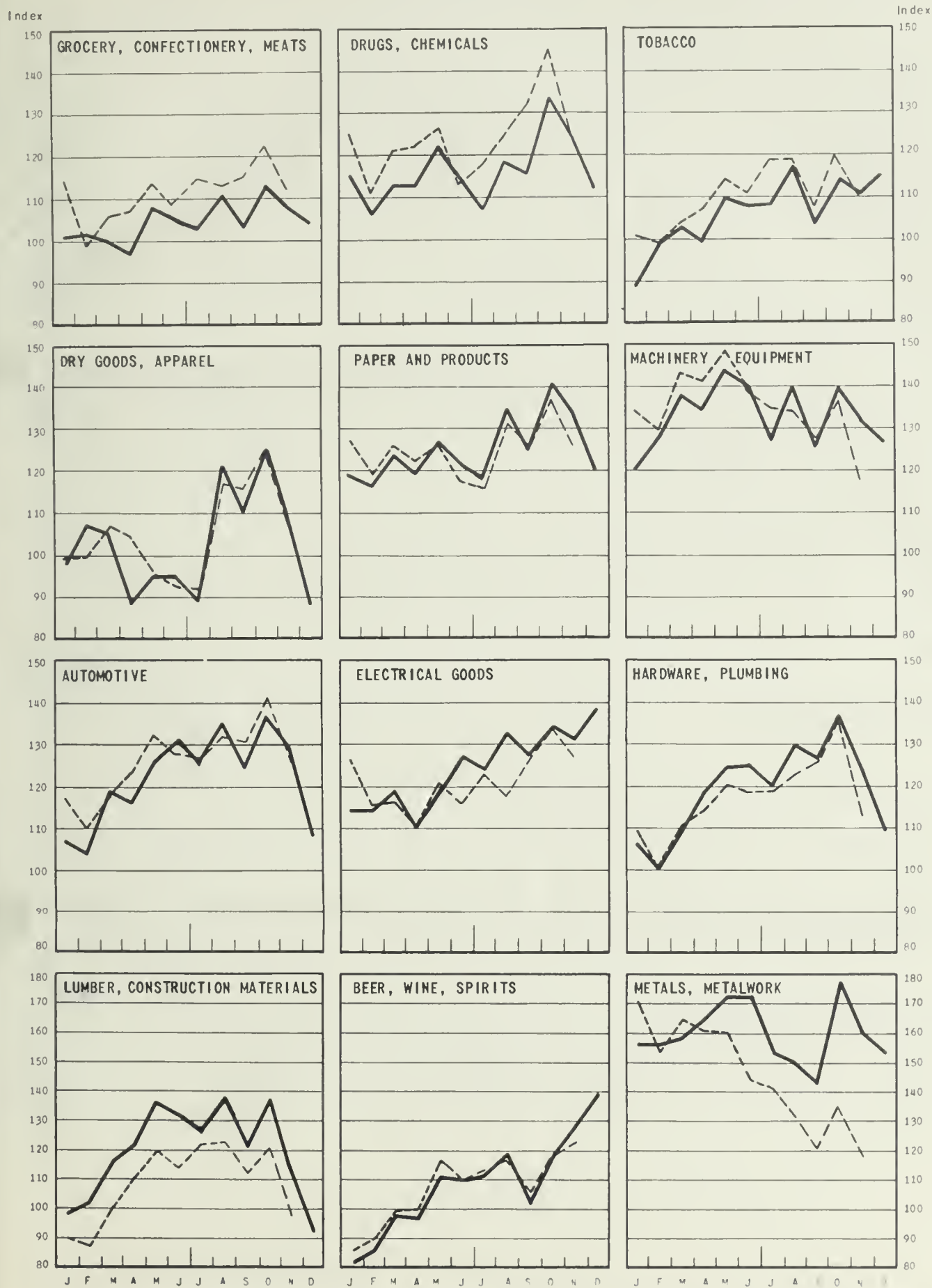
5. Reliability of the Data

Estimates based on a sample are subject to sampling variability and thus are not expected to be in exact agreement with a complete census taken with the same enumeration procedures. For all trades combined, the sampling variability of the "composite" sales estimates for any individual month, is less than one percent at the one sigma level. That is to say, the chances are about two out of three that the estimated sales shown would differ by less than one percent from the results of a complete enumeration. The variability of estimates for kind-of-business groups and individual kinds of business is generally higher than for total merchant wholesale trade but for most trades the sampling variability is less than 5 percent at the one sigma level. Table 1A presents these sampling variabilities of the estimates for February, March, April and May 1957. Since these measures are also subject to sampling variability they should be regarded as giving a general rather than exact idea of the variability due to sampling. The sampling variability of the ratios based on weighted identicals has not been evaluated. However, where these ratios are based on a small number of reports (viz., trends by geographic division) the sampling variability is usually quite high.

These measures do not include biases that may arise from other nonsampling errors, such as failure of respondent to submit correct figures or to submit a report in time for tabulation. In preparing the dollar volume estimates, an estimate is included for those firms that fail to respond. To the extent that the estimates for these firms may differ from the actual figures, nonresponse affects the reliability of the dollar volume estimate. As a result, dollar volume estimates are not published separately in a few trades where the nonresponse rate was considered too high to provide reliable level estimates. Approximately 11 percent of the total sales in May 1957 were imputed for nonresponse.

SALES OF MERCHANT WHOLESALERS—KINDS OF BUSINESS 1956 AND 1957

1954 MONTHLY AVERAGE = 100

 1956 = —
1957 = - - -


BUREAU OF THE CENSUS

DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS

Table 1.--ESTIMATED MONTHLY SALES OF MERCHANT WHOLESALERS--UNITED STATES, BY KIND OF BUSINESS

JANUARY 1956 - NOVEMBER 1957

(Sales in millions of dollars)

Kind of business	1956												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	1956
MERCHANT WHOLESALERS, TOTAL.....	9,032	9,172	9,571	9,296	10,144	9,894	9,408	10,498	9,790	11,211	10,435	9,944	118,395
DURABLE GOODS, TOTAL.....	3,994	4,085	4,372	4,346	4,680	4,589	4,219	4,638	4,331	4,895	4,501	4,192	52,842
Automotive wholesalers.....	353	344	396	384	417	434	411	436	410	453	428	358	4,824
Automotive equipment, tire-tube wholesalers....	280	276	318	306	333	351	344	365	344	386	366	296	3,965
Electrical, electronics, appliance distributors..	603	602	627	580	616	668	641	690	661	700	692	727	7,807
Electrical apparatus, supplies distributors....	272	285	297	295	319	350	326	336	317	338	328	344	3,807
Electrical appliances, TV, radio sets, electronic parts, distributors.....	331	317	330	285	297	318	315	354	344	362	364	383	4,000
Furniture, home furnishings wholesalers.....	184	193	212	194	199	197	181	223	216	250	234	210	2,493
Home furnishings, floor coverings wholesalers..	125	133	147	133	134	131	118	145	144	170	162	139	1,681
Hardware, plumbing-heating goods wholesalers.....	387	366	404	432	455	458	441	477	463	501	453	398	5,235
Hardware wholesalers.....	175	176	184	198	206	209	189	205	196	212	198	179	2,327
Plumbing, heating equipment, supplies distrib- utors.....	212	190	220	234	249	249	252	273	266	289	255	219	2,908
Lumber, construction materials distributors.....	540	560	636	669	743	725	705	769	675	759	624	511	7,916
Lumber, millwork wholesalers.....	337	338	361	373	410	398	392	433	363	402	327	279	4,413
Construction materials distributors.....	203	222	275	296	333	327	313	336	312	357	297	232	3,503
Machinery, equipment, supplies distributors.....	1,004	1,073	1,158	1,120	1,210	1,170	1,063	1,173	1,048	1,170	1,104	1,054	13,347
Industrial machinery, equipment, supplies distributors.....	506	541	574	523	569	522	493	546	483	566	564	548	6,435
Professional equipment, supplies distributors..	70	74	78	74	79	79	83	92	85	92	90	84	980
Service establishment supply houses.....	105	103	102	108	116	111	97	112	111	116	104	98	1,283
Metals, metalwork (except scrap) distributors....	438	437	442	460	483	483	438	428	405	501	447	428	5,390
Iron, steel and products distributors.....	276	282	303	312	325	325	306	287	274	346	306	269	3,611
Nonferrous metals distributors.....	162	155	139	148	158	158	132	141	131	155	141	159	1,779
Scrap, waste materials dealers.....	425	439	419	434	470	385	280	361	366	457	420	408	4,864
Iron, steel scrap dealers.....	267	275	261	267	304	248	167	231	238	306	291	283	3,138
Waste materials dealers.....	158	164	158	167	166	137	113	130	128	151	129	125	1,726
NONDURABLE GOODS, TOTAL.....	5,038	5,087	5,199	4,950	5,464	5,305	5,189	5,860	5,459	6,316	5,934	5,752	65,553
Grocery, confectionery, meat wholesalers.....	1,459	1,479	1,442	1,405	1,560	1,517	1,498	1,606	1,489	1,630	1,556	1,505	18,146
General-line grocery wholesalers.....	613	624	631	602	667	648	620	669	639	690	657	630	7,690
Specialty-line grocery wholesalers.....	561	583	537	528	587	588	585	620	553	606	578	571	6,897
Confectionery wholesalers.....	46	48	50	45	48	46	45	50	47	52	54	51	582
Meat, meat products wholesalers.....	239	224	224	230	258	235	248	267	250	282	267	253	2,977
Farm products (edible) distributors.....	354	361	384	393	451	469	465	416	345	376	397	409	4,820
Poultry, poultry products distributors.....	132	116	122	120	131	131	124	133	120	127	148	149	1,553
Fresh fruit, vegetable wholesalers.....	222	245	262	273	320	338	341	283	225	249	249	260	3,267
Beer, wine, distilled spirits wholesalers.....	385	406	459	454	532	520	532	565	482	572	606	657	6,170
Beer, ale distributors.....	151	152	166	177	220	229	265	270	197	199	182	198	2,406
Wine, distilled spirits wholesalers.....	234	254	293	277	312	291	267	295	285	373	424	459	3,764
Drugs, chemicals, allied products wholesalers....	322	299	316	316	342	319	301	334	326	375	348	315	3,913
Drug wholesalers (general and specialty lines)..	204	191	196	189	202	192	185	208	206	231	223	202	2,429
Industrial chemicals, explosives wholesalers...	95	87	96	100	111	97	89	98	93	116	100	92	1,174
Paint, varnish wholesalers.....	23	21	24	27	29	30	27	28	27	28	25	21	310
Tobacco distributors.....	238	264	275	264	295	289	288	314	275	304	298	308	3,412
Dry goods, apparel wholesalers.....	464	505	496	448	450	450	420	576	524	594	520	419	5,866
Clothing, furnishings, footwear wholesalers....	149	172	176	144	154	137	159	238	206	228	201	146	2,110
Dry goods wholesalers (general and specialty lines).....	183	192	184	182	183	197	170	221	203	223	197	162	2,297
Paper, allied products wholesalers.....	293	286	306	294	313	299	291	332	309	347	331	296	3,697
Paper wholesalers.....	253	247	265	253	273	255	252	287	265	294	280	248	3,172
Amusement, sporting goods wholesalers.....	70	75	93	96	92	99	98	117	116	133	127	116	1,233
Coal wholesalers.....	110	103	87	87	87	99	91	120	118	130	129	120	1,281

Table 1.--ESTIMATED MONTHLY SALES OF MERCHANT WHOLESALERS¹--UNITED STATES, BY KIND OF BUSINESS--Continued

JANUARY 1956 - NOVEMBER 1957

(Sales in millions of dollars)

Kind of business	1957											11 Months	
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	1957	1956
MERCHANT WHOLESALERS, TOTAL.....	9,945	9,097	9,744	9,834	10,168	9,610	9,916	10,197	9,814	10,713	9,590	108,639	108,464
DURABLE GOODS, TOTAL.....	4,278	3,981	4,292	4,314	4,450	4,243	4,267	4,329	4,222	4,511	3,907	46,774	48,650
Automotive wholesalers.....	389	366	392	408	428	424	421	439	434	467	418	4,586	4,466
Automotive equipment, tire-tube wholesalers...	321	298	319	334	352	359	363	377	373	406	359	3,861	3,669
Electrical, electronics, appliance distributors...	665	609	613	588	623	614	650	624	673	709	667	7,035	7,080
Electrical apparatus, supplies distributors...	301	291	293	297	308	315	325	307	332	341	311	3,421	3,463
Electrical appliances, TV, radio sets, electronic parts, distributors.....	364	318	320	291	315	299	325	317	341	368	356	3,614	3,617
Furniture, home furnishings wholesalers.....	189	189	205	212	200	193	185	210	216	245	223	2,267	2,283
Home furnishings, floor coverings wholesalers...	127	128	140	144	135	131	120	135	142	167	152	1,521	1,542
Hardware, plumbing-heating goods wholesalers....	398	365	405	420	443	435	436	452	463	499	415	4,731	4,837
Hardware wholesalers.....	184	173	191	196	205	196	192	197	201	215	177	2,127	2,141
Plumbing, heating equipment, supplies distributors.....	214	192	214	224	238	239	244	255	262	284	238	2,604	2,689
Lumber, construction materials distributors.....	496	476	551	609	659	628	667	675	613	666	538	6,577	7,405
Lumber, millwork wholesalers.....	295	259	307	330	343	329	343	342	307	331	269	3,455	4,134
Construction materials distributors.....	201	217	244	279	316	299	324	333	305	335	269	3,122	3,271
Machinery, equipment, supplies distributors.....	1,121	1,081	1,194	1,182	1,234	1,166	1,131	1,121	1,071	1,141	985	12,427	12,293
Industrial machinery, equipment, supplies distributors.....	509	547	593	540	560	512	509	512	490	548	455	5,856	5,887
Professional equipment, supplies distributors...	78	77	83	85	85	84	89	96	99	99	91	966	896
Service establishment supply houses.....	113	110	113	112	122	116	106	115	113	120	106	1,246	1,185
Metals, metalwork (except scrap) distributors...	478	430	459	452	448	404	396	368	339	378	331	4,482	4,962
Iron, steel and products distributors.....	317	287	312	317	311	275	272	252	230	257	217	3,047	3,342
Nonferrous metals distributors.....	161	143	147	135	137	129	124	116	108	121	114	1,435	1,620
Scrap, waste materials dealers.....	476	393	393	369	328	308	320	361	319	303	229	3,799	4,456
Iron, steel scrap dealers.....	325	266	263	236	199	193	208	232	212	192	132	2,459	2,855
Waste materials dealers.....	150	127	130	133	129	115	112	129	107	111	97	1,340	1,601
NONDURABLE GOODS, TOTAL.....	5,667	5,116	5,454	5,520	5,718	5,367	5,649	5,868	5,591	6,202	5,683	61,865	59,814
Grocery, confectionery, meat wholesalers.....	1,642	1,433	1,530	1,544	1,630	1,579	1,660	1,630	1,633	1,768	1,627	17,677	16,641
General-line grocery wholesalers.....	707	627	655	676	698	676	703	692	701	758	679	7,572	7,060
Specialty-line grocery wholesalers.....	611	521	566	557	591	591	610	593	600	647	612	6,499	6,326
Confectionery wholesalers.....	52	49	53	50	52	49	50	51	55	61	58	580	531
Meat, meat products wholesalers.....	272	236	256	261	289	264	297	294	278	302	278	3,026	2,724
Farm products (edible) distributors.....	357	341	352	394	429	418	442	413	375	419	402	4,342	4,411
Poultry, poultry products distributors.....	121	106	109	124	127	116	129	142	138	163	166	1,441	1,404
Fresh fruit, vegetable wholesalers.....	236	235	243	270	302	302	313	271	237	256	236	2,901	3,007
Beer, wine, distilled spirits wholesalers.....	408	425	468	472	551	520	543	556	501	561	583	5,589	5,513
Beer, ale distributors.....	158	158	172	193	227	234	269	254	205	198	185	2,253	2,208
Wine, distilled spirits wholesalers.....	250	267	296	279	324	286	274	302	297	363	398	3,336	3,305
Drugs, chemicals, allied products wholesalers...	350	312	340	344	354	317	331	350	373	406	350	3,826	3,598
Drug wholesalers (general and specialty lines)	224	199	213	208	214	196	211	222	241	271	234	2,433	2,227
Industrial chemicals, explosives wholesalers..	103	92	102	108	110	93	90	99	103	107	92	1,099	1,082
Paint, varnish wholesalers.....	23	21	25	28	30	28	30	29	28	28	24	294	289
Tobacco distributors.....	271	266	280	285	307	297	319	319	288	320	295	3,347	3,104
Dry goods, apparel wholesalers.....	468	472	507	491	457	440	434	567	549	593	506	5,484	5,457
Clothing, furnishings, footwear wholesalers...	145	160	184	182	156	136	151	236	212	221	208	1,991	1,964
Dry goods wholesalers (general and specialty lines).....	192	183	194	190	187	193	186	220	223	240	190	2,198	2,135
Paper, allied products wholesalers.....	313	294	310	302	312	291	287	323	310	339	312	3,393	3,401
Paper wholesalers.....	268	252	265	258	271	250	250	279	267	290	265	2,915	2,924
Amusement, sporting goods wholesalers.....	r 74	r 83	r 96	r 99	r 101	r 104	r 111	r 119	r 125	129	126	1,167	1,116
Cost wholesalers.....	r 124	r 105	r 109	r 108	r 105	r 110	r 101	r 108	r 103	108	99	1,180	1,161

¹ Merchant Wholesalers total and Group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding.

r Revised

Table 1A.--SAMPLING VARIABILITY--MONTHLY ESTIMATES OF SALES OF MERCHANT WHOLESALERS, BY KIND OF BUSINESS

Kind of business	Sampling error of monthly dollar value of sales				Sampling error of the ratio of sales in two consecutive months	Kind of business	Sampling error of monthly dollar value of sales				Sampling error of the ratio of sales in two consecutive months		
	Feb. 1957	Mar. 1957	Apr. 1957	May 1957			March 1957 from February 1957	Feb. 1957	Mar. 1957	Apr. 1957		May 1957	March 1957 from February 1957
	(percent)						(percent)	(percent)				(percent)	
MERCHANT WHOLESALERS, TOTAL.....	0.6	0.7	0.4	0.5	0.5	NONDURABLE GOODS, TOTAL.....	0.9	0.8	0.7	0.9	0.7		
DURABLE GOODS, TOTAL.....	1.1	1.4	1.0	0.9	0.7	Grocery, confectionery, meat.....	2	2	1	2	2		
Automotive.....	3	3	3	3	2	General-line grocery.....	2	2	2	2	2		
Automotive equipment, tire-tube....	3	3	4	3	2	Specialty-line grocery.....	4	4	4	4	3		
Electrical, electronics, appliances..	2	2	2	2	1	Confectionery.....	4	3	3	3	2		
Electrical apparatus, supplies.....	2	2	2	3	2	Meat, meat products.....	4	5	4	4	3		
Electrical appliances, TV, radio sets, electronic parts.....	2	4	4	3	2	Farm products (edible).....	3	3	3	3	2		
Furniture, home furnishings.....	3	3	4	4	2	Poultry, poultry products.....	5	3	4	5	2		
Home furnishings, floor coverings..	4	4	4	4	2	Fresh fruit, vegetables.....	5	4	4	3	2		
Hardware, plumbing-heating goods....	2	3	3	3	2	Beer, wine, distilled spirits.....	2	2	2	2	2		
Hardware.....	2	3	3	3	2	Beer, ale.....	4	3	4	3	2		
Plumbing, heating equipment, supplies.....	3	4	4	4	2	Wine, distilled spirits.....	3	3	3	2	2		
Lumber, construction materials.....	3	3	3	2	2	Drugs, chemicals, allied products...	2	2	2	2	1		
Lumber, millwork.....	5	6	6	5	3	Drugs (general and specialty lines)	2	2	2	2	2		
Construction materials.....	3	3	3	4	2	Industrial chemicals, explosives..	5	4	5	4	2		
Machinery, equipment, supplies.....	2	3	2	2	2	Paint, varnish.....	4	4	3	3	3		
Industrial machinery, equipment, supplies.....	3	5	4	4	3	Tobacco.....	2	3	2	2	1		
Professional equipment, supplies...	3	3	4	3	2	Dry goods, apparel.....	3	3	3	3	2		
Service establishment supply houses	5	3	4	4	3	Clothing, furnishings, footwear...	5	5	5	5	3		
Metals, metalwork (except scrap)....	2	3	3	3	3	Dry goods (general and specialty-lines).....	6	6	6	5	3		
Iron, steel and products.....	3	5	4	4	4	Paper, allied products.....	3	2	2	2	1		
Nonferrous metals.....	3	3	2	4	1	Paper.....	3	2	2	2	1		
Scrap, waste materials.....	2	2	3	3	2	Amusement, sporting goods.....	6	4	4	4	4		
Iron, steel scrap.....	3	3	4	4	3	Coal wholesalers.....	5	6	6	6	2		
Waste materials.....	4	4	6	6	3								

Note: The above table provides approximate measures of the sampling variability of the dollar volume estimates of sales and of the ratio between sales for the two consecutive months specified. The ratio between sales for two consecutive months generally has a smaller sampling error than the level estimates in those months. These sampling errors are themselves subject to sampling variability and thus should be regarded as giving a general rather than exact idea of the variability due to sampling. Differences from month to month may be due to this error in the estimates of sampling error. Differences may also result from seasonal or cyclical fluctuation in the sales of individual firms (see page 2, for statement on nonsampling errors).

The sampling errors shown above can be converted to a range by the following computation: Multiply the sampling error by the estimate (whether it is a dollar volume estimate or a ratio). Add and subtract the resulting product from the published estimate. The resulting range is expected to include the "expected value" (that is, the value which could be obtained from a complete enumeration) about two out of three times. Doubling the sampling error and repeating the above process will give a range which will include the "expected value" about 19 out of 20 times.

To illustrate the computation of these ranges for monthly dollar volume estimates, consider the estimate made for all durable goods in March 1957. The published estimate is \$4,292 million while the sampling error shown for this month is 1.4 percent (or .014). Multiplying \$4,292 million by .014, we obtain \$60 million. Thus, the chances are two out of three that the "expected value" of the estimate is between \$4,232 and \$4,352 million. Doubling the given sampling error gives us the limits, \$4,172 to \$4,412 million, which will contain the "expected value" 19 out of 20 times.

As an example of the use of these sampling error data with ratios, consider the ratio of change from February 1957 to March 1957 for all durable goods. This ratio of change, obtained by dividing \$4,292 million by \$3,981 million, is 1.08 (it can also be expressed as an 8% increase). The sampling error of this statistic is 0.7 percent (.007). Multiplying 1.08 by .007, we obtain .008 as the standard error of the ratio. There is a probability of two out of three that the "expected ratio" is contained in the range 1.07 to 1.09 while there is a probability of 19 out of 20 that the "expected ratio" is contained in the range 1.06 to 1.10.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS
NOVEMBER 1957

Kind of business	Sales			Inventory, end-of-month (at cost)		Stock-sales ratios (percent)		
	Percent change			Percent change, Nov. 1957 from--		November 1957	November 1956	October 1957
	November 1957 from--		11 mo. 1957 from 11 mo. 1956	Percent change, Nov. 1957 from--				
	November 1956	October 1957		November 1956	October 1957			
MERCHANT WHOLESALERS, TOTAL.....	-8	-10	0	+1	0	135	122	121
DURABLE GOODS, TOTAL.....	-13	-13	-4	+4	-1	186	153	160
Automotive wholesalers.....	-2	-10	+3	+3	+1	198	187	178
Motor-vehicle distributors*.....	-3	-5	-5	-3	+2	118	123	124
Automotive equipment, tire-tube wholesalers.....	-2	-12	+5	+3	+1	213	198	187
Electrical, electronics, appliance distributors.....	-4	-6	-1	+3	-1	169	160	164
Electrical apparatus, supplies distributors.....	-5	-9	-1	+6	+1	168	149	153
Electrical appliances, TV, radio sets, electronic parts, distributors.....	-2	-3	0	+1	-3	171	170	175
Furniture, home furnishings wholesalers.....	-5	-9	-1	0	-1	163	144	148
Furniture wholesalers*.....	-5	-7	+2	-3	+1	171	161	161
Home furnishings, floor coverings wholesalers.....	-6	-9	-1	+2	-2	158	135	141
Hardware, plumbing-heating goods wholesalers.....	-8	-17	-2	-4	-3	229	209	194
Hardware wholesalers.....	-11	-18	-1	-3	-4	261	233	222
Plumbing, heating equipment, supplies distributors.....	-7	-16	-3	-4	-2	196	184	164
Lumber, construction materials distributors.....	-14	-19	-11	-5	-2	123	116	96
Lumber, millwork wholesalers.....	-18	-19	-16	-9	-1	179	176	139
Construction materials distributors.....	-9	-20	-5	+1	-2	86	76	68
Machinery, equipment, supplies distributors.....	-11	-14	+1	+6	-1	200	164	172
Air conditioning, commercial refrigeration equipment, distributors*.....	+5	+7	+1	+4	-1	240	245	218
Commercial machines, equipment distributors*.....	-4	-8	+3	+4	+3	177	166	161
Industrial machinery, equipment, supplies distributors.....	-19	-20	-1	+10	0	184	127	152
Professional equipment, supplies distributors.....	+1	-8	+8	+5	0	201	184	170
Surgical, medical, hospital supply houses*.....	+8	-3	+8	+1	0	149	143	132
Service establishment supply houses.....	+2	-12	+5	+1	-1	132	127	116
Metals, metalwork (except scrap) distributors.....	-26	-12	-10	+27	+1	264	155	218
Iron, steel and products distributors.....	-30	-16	-9	+29	0	336	180	268
Nonferrous metals distributors.....	-19	-6	-12	+12	+2	105	82	91
Scrap, waste materials dealers.....	-46	-25	-15	-13	+3	72	42	53
Iron, steel scrap dealers.....	-55	-31	-14	-19	-1	78	38	52
Waste materials dealers.....	-25	-13	-16	-4	+2	65	52	55
Jewelry wholesalers*.....	-8	+1	-3	+3	-4	208	176	237
NONDURABLE GOODS, TOTAL.....	-4	-8	+3	-2	+2	98	96	89
Grocery, confectionery, meat wholesalers.....	+5	-8	+6	+3	+2	74	74	66
General-line grocery wholesalers.....	+3	-10	+7	+1	+1	96	98	89
Voluntary groups*.....	+2	-7	+6	+2	+2	88	87	82
Retailer-cooperative*.....	+7	-12	+12	+8	-1	65	67	62
Nonaffiliated*.....	0	-9	+4	0	+1	116	119	106
Specialty-line grocery wholesalers.....	+6	-5	+3	+5	+4	74	71	64
Confectionery wholesalers.....	+7	-5	+9	+5	+2	91	88	90
Meat, meat products wholesalers.....	+4	-8	+11	+12	+1	21	20	19
Farm products (edible) distributors.....	+1	-4	-2	-19	0	22	26	22
Poultry, poultry products distributors.....	+12	+2	+3	-20	-3	20	25	22
Fresh fruit, vegetable wholesalers.....	-5	-8	-4	-9	+1	24	26	22
Beer, wine, distilled spirits wholesalers.....	-4	+4	+1	-1	+6	121	118	114
Beer, ale distributors.....	+2	-7	+2	-5	-8	60	61	59
Wine, distilled spirits wholesalers.....	-6	+10	+1	-1	+9	154	149	151
Drugs, chemicals, allied products wholesalers.....	+1	-14	+6	+9	-2	143	133	128
Drug wholesalers (general and specialty lines).....	+5	-14	+9	+12	-3	158	147	143
Industrial chemicals, explosives wholesalers.....	-8	-14	+2	0	0	103	101	91
Paint, varnish wholesalers.....	-4	-14	+2	+9	0	163	143	136
Tobacco distributors.....	-1	-8	+5	+3	+3	58	55	52
Dry goods, apparel wholesalers.....	-1	-15	+1	+3	0	212	183	187
Clothing, furnishings, footwear wholesalers.....	+3	-6	+1	+7	-4	170	145	160
Dry goods wholesalers (general and specialty lines).....	-4	-21	+3	+5	+2	258	208	213
Piece goods converters*.....	-10	-17	-3	-12	+4	207	198	185
Paper, allied products wholesalers.....	-6	-8	0	-1	+2	113	107	100
Printer wholesalers.....	-5	-7	0	-2	+3	110	106	96
Stationery, wallpaper wholesalers*.....	-12	-3	+2	+7	-2	134	113	136
Farm products (raw materials) merchants*.....	-16	-11	+8	-21	+1	116	133	101
Other nondurable goods wholesalers.....	-5	-7	+6	+6	+2	102	87	93
Amusement, sporting goods distributors.....	-1	-2	+5	+7	-4	147	143	151
Book, magazine, newspaper wholesalers*.....	+12	-9	+15	+5	-5	113	125	106
Coal wholesalers.....	-23	-8	+2	-1	-3	114	94	107
Farm supplies wholesalers*.....	-13	-9	+3	-9	+6	144	133	131

* See text, page 2.

r Revised since Advance Release dated January 3, 1958.

Table 3.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS

NOVEMBER 1957

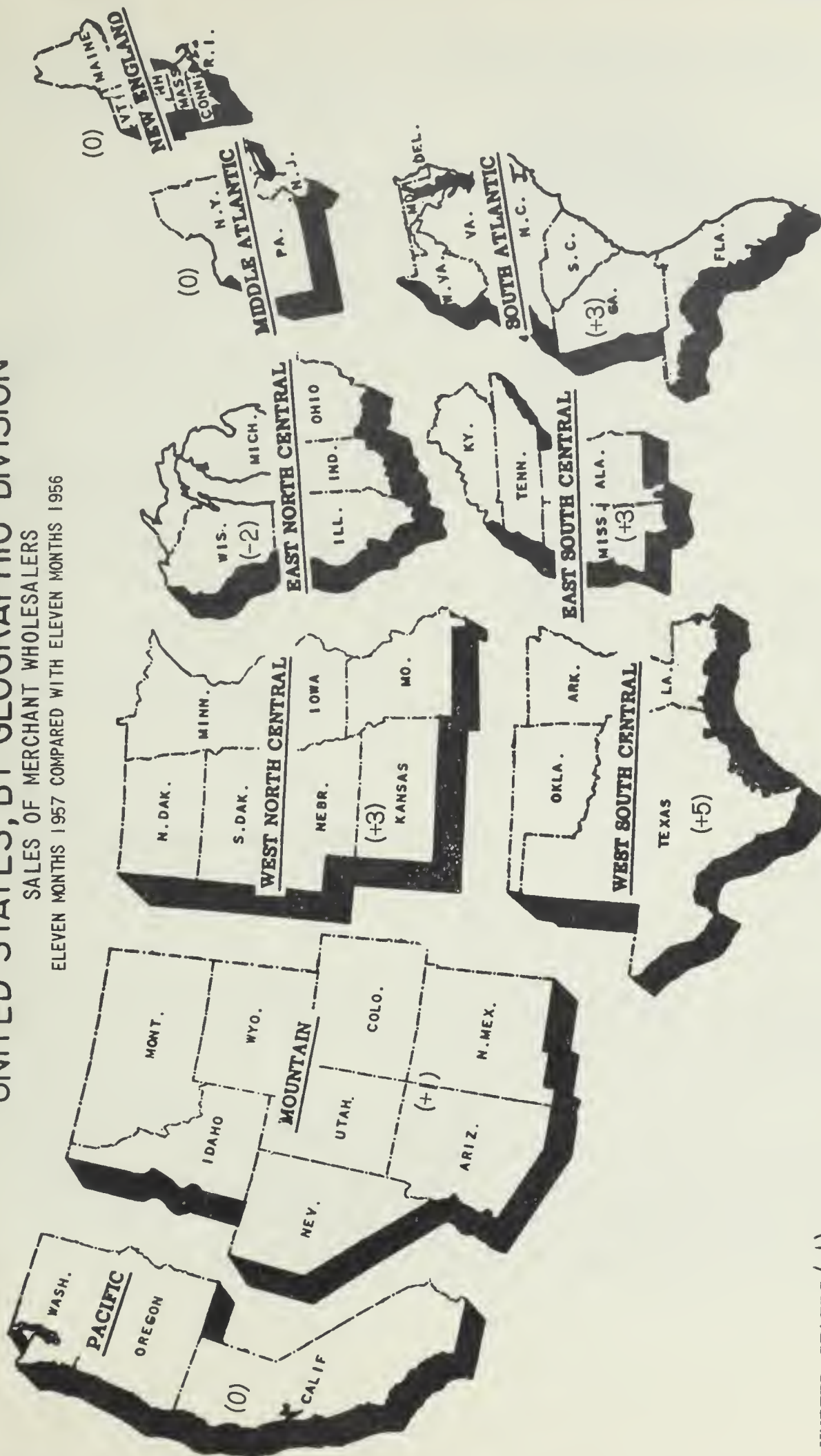
Kind of business and geographic division (see map page 9)	Sales ¹			Inventory, end-of-month (at cost)		Stock-sales ratios		
	Percent change					(percent)		
	November 1957 from—		11 mo. 1957 from 11 mo. 1956	Percent change, Nov. 1957 from—		Nov. 1957	Nov. 1956	Oct. 1957
	Nov. 1956	Oct. 1957		Nov. 1956	Oct. 1957			
MERCHANT WHOLESALERS, TOTAL.....	-8	-10	0	+1	0	135	122	121
New England.....	-8	-10	0	+2	0	127	107	115
Middle Atlantic.....	-8	-9	0	0	+2	119	108	104
East North Central.....	-12	-13	-2	+4	-1	135	112	119
West North Central.....	-1	-12	+3	-1	0	140	141	124
South Atlantic.....	-5	-4	+3	+1	0	153	142	143
East South Central.....	-11	-13	+3	-3	0	154	141	137
West South Central.....	-4	-10	+5	-3	+1	147	148	128
Mountain.....	-9	-9	+1	+4	+1	184	155	169
Pacific.....	-7	-12	0	+6	-1	133	115	120
Automotive equipment, tire-tube wholesalers.....	-2	-12	+5	+3	+1	213	198	187
Middle Atlantic.....	-10	-5	+5	-7	0	135	134	126
East North Central.....	-3	-13	+8	+16	+2	240	189	196
West North Central.....	+5	-13	+10	+8	+3	250	235	211
South Atlantic.....	0	-7	+4	+2	+1	209	188	191
East South Central.....	-4	-9	+6	+11	+1	257	222	222
West South Central.....	-7	-19	+4	+2	+1	238	214	191
Mountain.....	-6	(X)	+4	(X)	-4	273	185	257
Pacific.....	+2	-13	+3	0	-3	201	200	196
Electrical apparatus, supplies distributors.....	-5	-9	-1	+6	+1	168	149	153
New England.....	-6	-15	-10	+6	+5	205	161	154
Middle Atlantic.....	-4	-13	-1	+13	+5	145	124	121
East North Central.....	-14	-10	-8	+8	-3	162	127	154
West North Central.....	-10	-9	+1	+4	-2	187	171	174
South Atlantic.....	+6	+15	-1	+4	0	139	148	163
East South Central.....	(X)	-19	(X)	-7	+5	165	187	147
West South Central.....	+8	+16	+2	+10	+13	202	204	192
Mountain.....	(X)	+1	(X)	+12	+6	152	139	147
Pacific.....	-15	-25	0	+1	-3	184	142	143
Elect. appliances, TV, radio sets, electronic parts distributors.....	-2	-3	0	+1	-3	171	170	175
New England.....	-9	-6	+2	-1	+1	189	173	175
Middle Atlantic.....	+11	+2	+2	-13	-2	145	188	164
East North Central.....	-8	-11	-1	+8	-2	168	144	156
West North Central.....	-10	-1	-9	+7	-6	192	169	199
South Atlantic.....	-1	+2	+4	-10	-6	162	193	190
East South Central.....	(X)	+1	(X)	(X)	-5	270	228	259
West South Central.....	+4	-7	-6	(X)	-4	224	206	208
Pacific.....	-8	-2	+5	-12	-2	161	162	171
Furniture, home furnishings wholesalers.....	-5	-9	-1	0	-1	163	144	148
New England.....	0	-18	0	(X)	-8	(X)	(X)	(X)
Middle Atlantic.....	-1	-7	0	+3	+2	131	117	121
East North Central.....	-14	-16	+1	-6	-3	161	140	143
West North Central.....	+2	-1	+5	(X)	-5	188	192	194
South Atlantic.....	-4	-13	0	(X)	0	151	138	137
West South Central.....	-10	(X)	-2	-5	-7	175	155	154
Pacific.....	-14	(X)	-3	-1	0	243	190	207
Hardware wholesalers.....	-11	-18	-1	-3	-4	261	233	222
New England.....	-7	-11	+2	+10	-4	300	261	275
Middle Atlantic.....	-9	-23	-5	-3	0	262	253	198
East North Central.....	-22	-20	-3	-3	-3	257	207	21
West North Central.....	-12	-20	-1	-6	-4	258	242	21
South Atlantic.....	-13	-14	-1	+1	-2	294	253	255
East South Central.....	-13	-13	-3	-4	-3	201	203	206
West South Central.....	-9	-14	-2	-2	-2	282	262	244
Mountain.....	-11	-23	-8	+6	0	332	278	248
Pacific.....	-7	-12	-1	+4	-3	250	216	221
Plumbing, heating equipment, supplies distributors.....	-7	-16	-3	-4	-2	196	184	164
New England.....	-10	-20	-9	(X)	-1	(X)	(X)	(X)
Middle Atlantic.....	-8	-17	-4	-6	-3	193	192	160
East North Central.....	-8	-20	-4	+1	-2	191	174	156
West North Central.....	-20	-21	-4	-1	-2	262	213	186
South Atlantic.....	-8	-12	-1	-11	0	176	172	155
East South Central.....	-15	-13	-9	(X)	0	314	237	262
West South Central.....	-4	-17	+2	(X)	-1	180	156	157
Mountain.....	-5	+1	-2	(X)	-4	192	192	220
Pacific.....	-1	-13	-4	-4	-3	179	183	152
Lumber, construction materials distributors.....	-14	-19	-11	-5	-2	123	116	96
New England.....	+2	-5	-5	(X)	-7	110	112	110
Middle Atlantic.....	-7	-21	-10	0	-6	110	102	92
East North Central.....	-16	-22	-12	-14	+2	147	139	106
West North Central.....	-4	-17	-9	(X)	-2	107	101	81
South Atlantic.....	(X)	-11	(X)	(X)	-5	61	59	48
East South Central.....	-15	-29	-2	+5	-1	186	158	137
West South Central.....	-14	-28	-3	-12	0	125	118	88
Mountain.....	-6	-16	-7	-3	-4	149	144	129
Pacific.....	-8	-17	-16	+10	0	97	80	81

See footnotes at end of table.

UNITED STATES, BY GEOGRAPHIC DIVISION

SALES OF MERCHANT WHOLESALERS

ELEVEN MONTHS 1957 COMPARED WITH ELEVEN MONTHS 1956



UNITED STATES (-1)

Table 3.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS--Continued

NOVEMBER 1957

Kind of business and geographic division (see map page 9)	Sales ¹			Inventory, end-of-month		Stock-sales ratios		
	Percent change			(at cost)		(percent)		
	Nov. 1957 from--		11 mo. 1957 from 11 mo. 1956	Percent change, Nov. 1957 from--		Nov. 1957	Nov. 1956	Oct. 1957
	Nov. 1956	Oct. 1957		Nov. 1956	Oct. 1957			
Industrial machinery, equipment supplies distributors.....	-19	-20	-1	+10	0	184	127	152
New England.....	(X)	-18	(X)	-10	0	154	122	108
Middle Atlantic.....	(X)	-25	(X)	+11	+1	181	129	131
East North Central.....	-29	-13	-3	-1	-3	190	126	168
South Atlantic.....	-6	-16	+4	(X)	-6	171	117	146
East South Central.....	-22	(X)	-3	(X)	(X)	(X)	(X)	(X)
West South Central.....	-17	-14	+1	+18	+3	190	135	156
Mountain.....	+3	(X)	+4	+12	+3	150	137	130
General-line grocery wholesalers.....	+3	-10	+7	+1	+1	96	98	89
New England.....	-1	-4	+5	+5	+2	93	89	82
Middle Atlantic.....	+3	-8	+4	+4	+4	95	96	91
East North Central.....	+5	-5	+7	-2	-2	82	88	81
West North Central.....	0	-6	+4	0	0	88	88	83
South Atlantic.....	+2	-10	+5	+3	-6	114	119	109
East South Central.....	-1	-9	+7	-1	+1	117	116	105
West South Central.....	+4	-8	+8	+4	+3	111	112	101
Mountain.....	+2	-4	+4	+1	0	110	111	108
Pacific.....	+6	-15	+14	+17	+5	83	73	68
Specialty-line grocery wholesalers.....	+6	-5	+3	+5	+4	74	71	64
Middle Atlantic.....	+3	-7	0	+3	+7	74	75	68
East North Central.....	-1	-7	+5	+1	+1	72	68	63
West North Central.....	+18	-1	0	(X)	+2	109	130	107
South Atlantic.....	-9	-12	+4	+2	+3	89	82	76
West South Central.....	-2	-10	+9	-11	+7	54	55	44
Pacific.....	+2	-8	-1	+7	-3	53	41	44
Fresh fruit, vegetable wholesalers.....	-5	-8	-4	-9	+1	24	26	22
New England.....	-8	-7	0	0	-10	28	24	35
Middle Atlantic.....	-10	-10	-3	(X)	+1	12	13	11
East North Central.....	-13	-8	-2	(X)	+2	18	22	16
South Atlantic.....	-2	+5	+1	-17	+8	(X)	(X)	(X)
East South Central.....	-9	-2	-5	(X)	+14	(X)	(X)	(X)
West South Central.....	-7	-11	-1	(X)	+13	31	39	25
Pacific.....	-12	-12	-3	-7	-2	27	25	23
Drug wholesalers (general and specialty lines).....	+5	-14	+9	+12	-3	158	147	143
New England.....	+7	-10	+8	+6	+3	143	141	129
Middle Atlantic.....	+4	-18	+7	+4	-1	122	124	99
East North Central.....	+1	-16	+8	+8	-3	151	141	133
West North Central.....	+11	-7	+9	(X)	(X)	(X)	(X)	(X)
South Atlantic.....	+8	-4	+9	+20	+1	167	152	161
East South Central.....	+6	-10	+10	(X)	(X)	(X)	(X)	(X)
West South Central.....	+3	-9	+9	+13	-5	226	188	216
Mountain.....	-3	-15	+5	(X)	-10	(X)	(X)	(X)
Pacific.....	+2	-12	+8	+12	-3	162	147	145
Tobacco distributors.....	-1	-8	+5	+3	+3	58	55	52
New England.....	-1	-5	+7	(X)	+8	68	65	58
Middle Atlantic.....	-1	-8	+5	+3	+10	39	39	34
East North Central.....	0	-6	+6	+6	+2	61	57	57
West North Central.....	-4	-9	+3	(X)	+1	61	58	53
South Atlantic.....	-1	-9	+8	+10	-3	59	51	53
East South Central.....	-4	-7	+3	-7	+1	51	48	46
West South Central.....	+2	-11	+6	+2	+1	55	56	49
Pacific.....	+6	-3	+8	+24	+6	73	73	66
Dry goods, apparel wholesalers.....	-1	-15	+1	+3	0	212	183	187
New England.....	-20	-12	-2	-10	+2	174	163	148
Middle Atlantic.....	-10	-16	0	+2	+2	223	189	190
East North Central.....	-1	-4	+6	+5	-6	187	151	197
West North Central.....	-13	-28	+3	0	+12	246	214	178
South Atlantic.....	-10	-12	-4	+10	-7	203	176	175
Pacific.....	-8	+2	+6	(X)	-11	143	154	160

X Withheld due to extreme variation of reported data.

¹ See text, page 2.

r Revised since Advance Release dated January 3, 1958.

All kinds of business in which merchant wholesalers operate are represented in this survey. The kinds of business shown in this report parallel broad classifications used in the 1954 Census of Business covering wholesale trade. Each establishment in this survey has been assigned a kind-of-business classification based upon its trade designation and an analysis of its sales by commodity lines as reported to the Bureau of the Census. A description of each kind-of-business classification in this report is given below.

DURABLE GOODS

Automotive wholesalers

Motor-vehicle distributors.--Merchant wholesale establishments primarily engaged in selling new and used passenger automobiles and similar motor vehicles, road-type trucks, truck-tractors, busses, trailers, and semitrailers to dealers or to fleet operators, industrial accounts, and to commercial users. Dealers in road-type trucks, truck-tractors, and truck-trailers are included here on the basis of kind-of-goods sold.

Automotive equipment, tire-tube wholesalers.--Merchant wholesale establishments--frequently referred to as jobbers in this trade--primarily engaged in selling automotive equipment, accessories, parts, tires, tubes and garage equipment and tools.

Electrical, electronics, appliance distributors

Electrical apparatus, supplies wholesalers.--Merchant wholesale establishments selling a general line of electrical goods such as electrical equipment and apparatus; wiring supplies and construction materials; lighting fixtures and lamps; radio and television sets and accessories; electric refrigerators and other electrical appliances and specialties; and electronic parts and equipment; and those primarily engaged in selling such electrical equipment and apparatus; wiring supplies and construction materials, and lighting fixtures and lamps, as conduits and fittings, interior wires and cables, wiring devices, safety switches, poles, crossarms, pole-line hardware, outside wires and cables, residential, commercial, and industrial lighting fixtures, and incandescent and fluorescent lamps. Establishments specializing in the sale of electrical prime movers and other electrical power equipment for the generation, transmission, or utilization of electric energy are also included.

Electrical appliances, TV, radio sets, electronic parts distributors.--Merchant wholesale establishments primarily engaged in selling such electrical appliances and specialties as radio and television sets, dish washers, electric refrigerators, electric ranges, washing machines, ironers, radio and television parts and accessories, home freezers, sewing machines, hot water heaters, electric irons, percolators, clocks, hotplates, vacuum cleaners, etc., and electronic tubes, electronic replacement parts and accessories, and transmission and sound equipment.

Furniture, home furnishings wholesalers

Furniture wholesalers.--Merchant wholesale establishments primarily engaged in selling home or office furniture--wooden, metal or other.

Home furnishings, floor coverings wholesalers.--Merchant wholesale establishments primarily engaged in selling household china, glassware, and earthenware; floor coverings (carpets, rugs, linoleums, etc.); antique home furnishings; and miscellaneous home furnishings such as brooms, brushes, curtains, draperies, pictures and picture frames, window shades, kitchen utensils, phonograph record, and musical instruments.

Hardware, plumbing, heating goods wholesalers

Hardware wholesalers.--Merchant wholesale establishments selling a general line of merchandise sufficiently broad to service retail hardware stores and the hardware departments of other outlets--general-line hardware wholesalers; and establishments primarily engaged in selling builders hardware, heavy hardware, shelf light hardware, and hardware specialties such as tools, cutlery, bolts, nuts, rivets, screws, padlocks, keys, and the like--specialty-line hardware wholesalers.

Plumbing, heating equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling plumbing and heating equipment and supplies such as plumbing fixtures, including sanitary ware; steam and hot water heating boilers, radiators, parts, and fittings; stoves, ranges, furnaces, and other types of heating apparatus (except electric); oil burners; gas appliances and supplies; plumbing pipe, valves, and fittings; and plumbers brass goods.

Lumber, construction materials distributors

Lumber, millwork wholesalers.--Merchant wholesale establishments primarily engaged in selling lumber and millwork such as rough, dressed, and finished lumber; sheathing, siding, flooring, singles, plywood, veneers, doors, sashes, frames, exterior woodwork and trim.

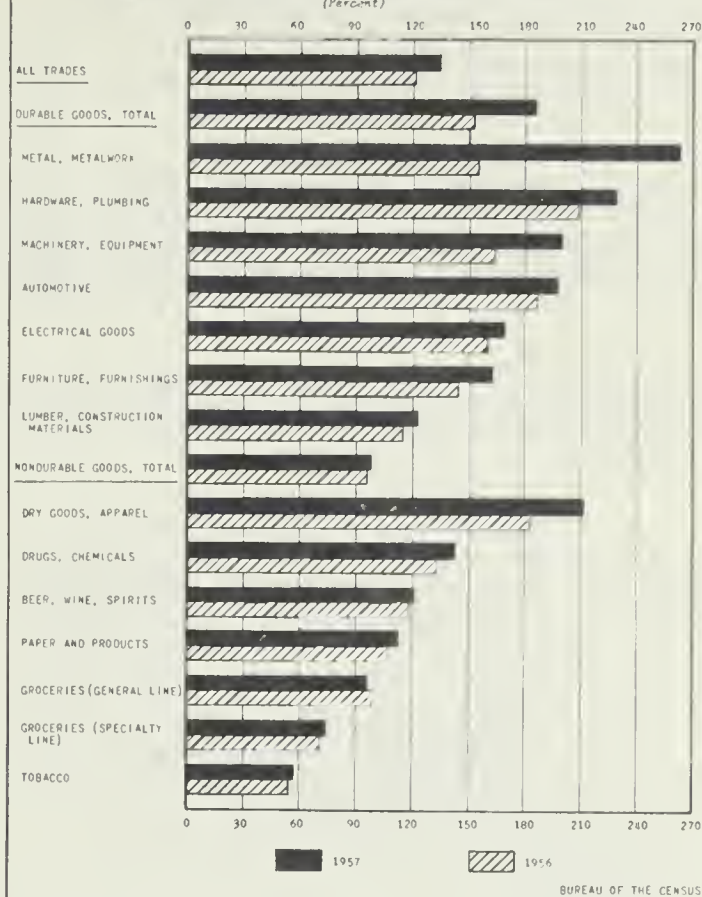
Construction materials distributors.--Merchant wholesale establishments primarily engaged in selling such construction materials as brick, tile, and terra cotta; cement, lime, and plaster; building glass; sand, gravel, and crushed stone, ready-mixed concrete; roofing, siding and insulation; and stone, slate, concrete products, and building board.

Machinery, equipment, supplies distributors

Air conditioning, commercial refrigeration equipment distributors.--Merchant wholesale establishments primarily engaged in selling commercial refrigeration equipment (including electric) such as refrigerators, display cases, freezers, pensers, water coolers, food locker equipment; and those selling air conditioning and ventilating equipment and supplies, including fans, blowers, and accessories. Establishments specializing in the sale of commercial refrigeration components and accessories are also included in this classification.

Commercial machines, equipment distributors.--Merchant wholesale establishments primarily engaged in selling office machines and equipment (except furniture) such as adding machines, typewriters, addressing, duplicating, sealing, computing, filing, accounting, and statistical machines; restaurant and hotel equipment such as coffee urns, steam tables, china, glassware, silverware, linens, and related items; store machine and fixtures such as display fixtures, show racks, weighing equipment, cash registers, scales, meat slicers and grinders, coffee makers, etc.; and such related equipment as florists' supplies, theater supplies, equipment, and parking meters. Establishments primarily engaged in selling such equipment are included, as well as those selling to dealers.

STOCKS--SALES RATIOS OF MERCHANT WHOLESALERS IN SELECTED KINDS OF BUSINESS: NOVEMBER 1957 COMPARED WITH NOVEMBER 1956



Machinery, equipment, supplies distributors--continued

Industrial machinery, equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling machinery, equipment, and supplies to manufacturing and mining concerns. Included here are establishments selling industrial machinery; industrial belting, hose, and packing; machine tools, mine and mill supplies; oil well and oil refining supplies; printing machinery and supplies; industrial rope, cordage, and twine; industrial materials, handling equipment; power transmission equipment; and machinery and equipment for such industries as food products, woodworking, shoe manufacturing, tanning, textile, and paper and pulp.

Professional equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling dental supplies (chairs, sterilizers, cabinets, instruments, dental gold and alloys, waxes, teeth, and the like); religious supplies (church goods and religious articles such as statuary, vestments, fonts, candles, religious pictures, calendars, rulers, wall and globe maps, etc.); school equipment and supplies (desks, blackboards, chalk, rulers, and other school supplies, etc.); optical goods; surgical, medical, hospital supplies, and equipment; artists supplies; engineering instruments and supplies; and supplies for other professions.

Surgical, medical, hospital supply houses.--Merchant wholesale establishments primarily engaged in selling surgical and medical instruments; doctors apparatus and equipment; orthopedic appliances; artificial limbs; operating room and other hospital equipment; X-ray machines and accessories and other scientific instruments used by physicians and in hospitals.

Service establishment, supply houses.--Merchant wholesale establishments primarily engaged in selling barber and beauty supplies; laundry, dry cleaning equipment, supplies (washing, drying, ironing, and pressing machines; laundry soaps and chemicals; dry cleaning fluids, marking equipment, etc.); shoe service supplies and equipment; undertakers supplies (caskets, burial vaults, burial garments, embalming chemicals and preparations, and other morticians and funeral equipment); upholsterers supplies (fabrics, leather and fillings, and other types of supplies used in the upholstery trade); and miscellaneous service equipment, such as janitors' supplies, furriers' supplies, bootblack's supplies, and hat cleaners' supplies.

Other machinery, equipment supplies distributors (not shown separately in accompanying table).--Merchant wholesale establishments primarily engaged in selling (a) transportation equipment such as aircraft and aeronautical equipment, supplies; railroad equipment, supplies; marine equipment, supplies; and other transportation equipment and supplies; (b) construction machinery, equipment such as road building machinery, excavating and dredging machinery, derricks, cranes, hoists, and winches; and related construction equipment such as pneumatic hammers, concrete construction clamps and forms, scaffolding, chutes, and wheelbarrows--but not construction materials, and (c) farm-garden machinery, equipment (including tractors) used in the preparation and maintenance of the soil, the planting and harvesting of crops, and other operations and processes pertaining to agriculture; dairy machinery and equipment, such as milking machines and cream separators; poultry equipment, such as incubators, brooders, and feeders and irrigation equipment.

Metals, metalwork (except scrap) distributors

Iron, steel, and products distributors.--Merchant wholesale establishments usually referred to as steel warehouses--primarily engaged in selling iron and steel products such as semifinished forms and shapes, plates, sheets, strips, bars, structural shapes, piling, nails, tubular products, wire products, forgings and castings. Steel warehouses of firms operating steelworks and rolling mills are also included here.

Nonferrous metals distributors.--Merchant wholesale establishments primarily engaged in selling nonferrous metals and metalwork such as aluminum, copper, tin, brass, lead, and zinc.

Scrap, waste materials dealers

Iron, steel scrap dealers.--Merchant wholesale establishments primarily engaged in assembling, breaking up, sorting, and selling all forms of iron and steel scrap.

Waste materials dealers.--Merchant wholesale establishments primarily engaged in assembling, sorting, and selling such waste materials as nonferrous scrap metals, waste paper, rags, wiping cloths, textile wastas, scrap rubber, and other waste and salvage materials. Scrap iron and steel may be handled as secondary lines.

Jewelry wholesalers

Jewelry wholesalers.--Merchant wholesale establishments primarily engaged in selling a general-or specialty-line of jewelry such as clocks and watches; precious stones and metals; watch materials; jewelers supplies; costume jewelry; and miscellaneous items such as silverware, plated ware, medals, trophies, semi-precious stones, and insignia.

NONDURABLE GOODSGrocery, confectionery, meat wholesalers

General-line grocery wholesalers.--Merchant wholesale establishments handling a general line of dry groceries and processed foods usually sold in retail grocery stores, such as canned foods, flour, sugar, coffee, tea and spices, as well as such nonfood items as household chemicals, soaps and detergents, paper products, brooms, brushes, etc. Voluntary group wholesalers, retailer-cooperative warehouses, and cash-and-carry depots are included, as well as nonaffiliated general-line grocery wholesalers.

Specialty-line grocery wholesalers.--This classification includes two general types of merchant wholesale establishments: Those handling a combination of grocery items, no one item predominating, but not a sufficiently broad line of commodities to be classified as "general line"; and those primarily engaged in selling specialized lines of groceries and related products, such as canned foods; coffee, tea, and spices; dairy products; dried fruits and nuts; frosted and frozen foods; fish and seafood; bakery products; packaged breakfast cereals; flour; cooking oils and shortening; and soft drinks.

Confectionery wholesalers.--Merchant wholesale establishments primarily engaged in selling candy, chewing gum, popcorn, potato chips, salted nuts, fountain fruits and syrups, and related items. Cigars, cigarettes, and other products are also frequently handled as secondary lines.

Meat, meat products wholesalers.--Merchant wholesale establishments primarily engaged in selling fresh, frozen, cured or processed (but not canned) meats, lard, and other edible meat products. Secondary lines such as butter, cheese, eggs, dressed poultry, vegetable shortening, and canned meats are frequently handled.

Farm products (edible) distributors

Poultry, poultry products distributors.--Merchant wholesale establishments primarily engaged in selling live dressed poultry, eggs, and related products. Establishments primarily engaged in dressing poultry are considered manufacturers.

Fresh fruit, vegetable wholesalers.--Merchant wholesale establishments primarily engaged in selling fresh fruits, vegetables, berries, melons, and related items.

Beer, wine, distilled spirits wholesalers

Beer, ale distributors.--Merchant wholesale establishments primarily engaged in selling beer, ale, porter, stout and other fermented malt liquors. Soft drinks, confectionery, tobacco, wines, and spirits are frequently handled as secondary lines.

Wine, distilled spirits wholesalers.--Merchant wholesale establishments primarily engaged in selling wines, whiskey, gin, rum, brandy, and other spirits, including neutral spirits and ethyl alcohol used in blending. Merchants who bottle and sell wines and distilled spirits manufactured in bulk by others, liquor departments of drug wholesalers, and State-operated wholesale outlets are included. State depots primarily engaged in supplying State liquor stores, however, are not included in wholesale trade.

Drugs, chemicals, allied products wholesalersDrug wholesalers (general and specialty lines)

General-line drug wholesalers (not shown separately).--Merchant wholesale establishments engaged in selling a full line of drugs, pharmaceuticals, proprietary medicines, druggists rubber goods, cosmetics, toiletries, drug sundries, and related merchandise. Cooperatives and voluntary group wholesalers handling a full line of drugs are also included in this classification. Liquor departments of drug wholesalers, however, are included with "wines and distilled spirits wholesalers."

Specialty-line drug wholesalers (not shown separately).--Merchant wholesale establishments primarily engaged in selling proprietary medicines, toilet preparations, and articles such as drugs, perfumes, cosmetics, powders, shaving preparations, toilet soap, dentifrices, combs, brushes, mirrors, medical glass, bandages, rubber goods, and antiseptics.

Drugs, chemicals, allied products wholesalers--Continued

Industrial chemicals, explosives wholesalers.--Merchant wholesale establishments primarily engaged in selling such industrial and heavy chemicals as coal-tar chemicals, plastics, compressed and liquefied gases (except LP gas), acids, ammonia, soda, industrial alcohols, explosives, dyestuffs, naval stores, etc. Concerns primarily engaged in selling pyrotechnics and ammunition for small arms are included in "Amusement and sporting goods wholesalers."

Paint, varnish wholesalers.--Merchant wholesale establishments primarily engaged in selling paints, varnishes, lacquers, enamels, calcimines, shellac, and stains. Glass, wallpaper, painters supplies, oils, chemicals, and related products are frequently handled as secondary lines.

Tobacco distributors

Tobacco distributors.--Merchant wholesale establishments primarily engaged in selling manufactured tobacco products such as cigars, cigarettes, chewing and smoking tobacco, and snuff. Confectionery, smokers articles, razor blades, playing cards, etc., are frequently handled as secondary lines.

Dry goods, apparel wholesalers

Clothing, furnishings, footwear wholesalers.--Merchant wholesale establishments primarily engaged in selling men's, boys' clothing, and furnishings (including suits, coats, overcoats, work clothing, hats and caps, shirts, ties, and underwear); women's, children's clothing, furnishings, and accessories (including suits, dresses, and skirts); furs and fur clothing; millinery, millinery supplies; shoes and other footwear; work clothing; and related lines.

Dry goods wholesalers (general and specialty lines)

General-line dry goods wholesalers (not shown separately).--Merchant wholesale establishments engaged in selling a diversified combination of lines usually sold in retail dry goods and general merchandise stores, including piece goods, home furnishings, work clothing, dresses, infants' wear, notions, and hosiery. Men's and women's clothing, furnishings, and millinery frequently constitute secondary lines.

Specialty-line dry goods wholesalers (not shown separately).--Merchant wholesale establishments primarily engaged in selling hosiery, underwear, piece goods, knit and lace goods, fancy linen and needlework and notions (thread, tapes, needles, pins, buttons, hair accessories, zippers, and shoe laces).

Piece goods converters.--Merchant wholesale establishments which purchase textiles in the gray or unfinished form, have them dyed and/or finished by others, usually on a contract basis, and sell to the cutting-up trade, garment makers, wholesalers, or retailers. Converters operating bleaching, dyeing, and finishing plants are not considered as merchant wholesalers.

Paper, allied products wholesalers

Paper wholesalers.--Merchant wholesale establishments primarily engaged in selling wrapping paper and other coarse paper; fine paper (writing papers, reproduction paper stock, cover, text, thin, and other fine papers); newsprint and book paper; paperboard; and converted paper products such as bags, boxes, cups, dishes, towels, napkins, tissues, and bottle caps.

Stationery, wallpaper wholesalers.--Merchant wholesale establishments primarily engaged in selling commercial and social stationery, including envelopes, typewriter and mimeograph paper in cut sizes, file cards and folders; and office supplies such as pens, pencils, writing inks, carbon paper, paper clips, typewriter ribbons, greeting cards, and erasers; and embossed and printed wallpaper for use in covering or decorating interior walls and ceilings.

Farm products (raw materials) merchants

Farm products (raw materials) merchants.--Merchant wholesale establishments primarily engaged in selling cotton, grain, hides, skins, raw furs, livestock, leaf tobacco, wool, mohair, horses and mules, and other inedible products such as broomcorn, moss, hair, feathers, bristles, and fibers. This classification includes merchants (including terminal elevators) primarily engaged in selling raw farm products in marketing centers. Dealers buying such products direct from farmers and assembling them at local production points are classified as "assemblers" and not included here.

Other nondurable goods wholesalers

Amusement, sporting goods distributors.--Merchant wholesale establishments primarily engaged in selling cameras and photographic goods (cameras, parts, and accessories, projection apparatus, enlargers, developing and printing room apparatus and accessories, sensitized unexposed photographic supplies and equipment); sporting goods (toys, games, novelties, fireworks, bicycles, sporting goods, and athletic goods); and other recreation goods such as playground equipment, billiard and bowling equipment and supplies; and hobby goods.

Book, magazine, newspaper wholesalers.--Merchant wholesale establishments primarily engaged in selling books, magazines, periodicals, newspapers, and related items.

Coal wholesalers.--Merchant wholesale establishments primarily engaged in selling bituminous coal, anthracite coal, and coke. This includes firms with coal yards as well as those selling goods shipped directly from mine to customer.

Farm supplies wholesalers.--Merchant wholesale establishments primarily engaged in selling mixed and other feeds; fertilizers, fertilizer materials, and agricultural chemicals; seeds (farm, garden, and flower); and miscellaneous farm supplies such as hay, straw, and alfalfa.

Merchant wholesalers, n.e.c.--(Not shown separately in the accompanying table.) Merchant wholesale establishments primarily engaged in selling petroleum products, cut flowers and potted plants; forest products except lumber; inedible oils and fats; textiles and materials other than dry goods; industrial yarns; crude rubber; ores; sponges; artificial leather; wood pulp; artificial flowers; and products not elsewhere classified; and establishments handling a line of merchandise too broad to be included in any of the classifications outlined above.

Ref

MONTHLY WHOLESALE TRADE REPORT

U. S. DEPARTMENT OF COMMERCE
Sinclair Weeks, Secretary

BUREAU OF THE CENSUS
Robert W. Burgess, Director

DECEMBER 1957

FOR RELEASE
FEBRUARY 11, 1958

SALES AND INVENTORIES

Annual Sales

Annual 1957 sales of merchant wholesalers were estimated at \$117.9 billion, only slightly under 1956 sales of \$118.4 billion. Durable goods trades, with 1957 sales totaling \$50.5 billion, indicated a 5 percent decline from their 1956 sales of \$52.8 billion. In contrast, nondurable goods trades, with sales of \$67.4 billion in 1957, noted an increase of 3 percent over 1956 sales of \$65.6 billion.

Substantial declines from 1956 sales were reported by iron, steel products distributors (11%), nonferrous metals distributors (12%), lumber, millwork wholesalers (16%), waste materials dealers (17%) and iron, steel scrap dealers (18%). The largest gains were shown by wholesalers of confectionery (9%), drugs (9%), meat (11%) and books, magazines and newspapers (14%).

1957 sales were moderately ahead of 1956 sales in 5 geographic divisions, and at about the same level as 1956 in one geographic division, the Pacific. However, annual sales were 1 to 2 percent below 1956 in the 3 remaining divisions.

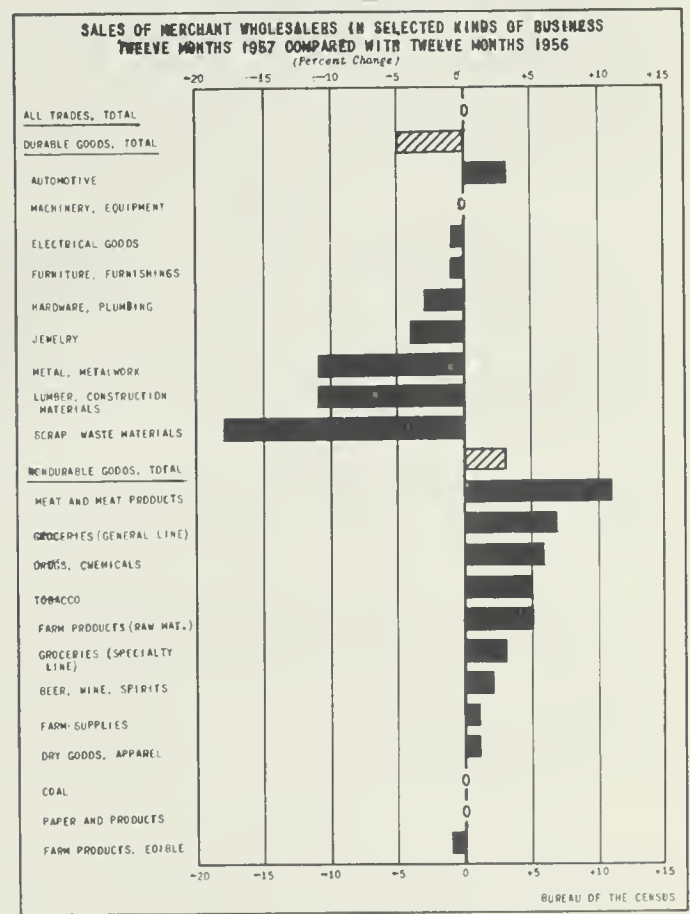
December Sales

December 1957 sales of merchant wholesalers totaled \$9.3 billion, a decrease of 3 percent from November 1957 and 7 percent below December sales a year ago. The durable goods trades reflected sharper declines than the nondurable goods trades. December 1957 sales in the durable goods trades were down 6 percent from their November level and off 13 percent from sales a year ago. Sales in the nondurable goods trades were only slightly (1%) below November sales and 3 percent below December 1956. Notable seasonal gains were shown by beer, ale distributors (13%), tobacco distributors (13%) and wine, distilled spirits wholesalers (19%). For the third month in succession iron, steel scrap dealers reported the most substantial decline (57%) from year-ago sales. The largest increase was registered by confectionery wholesalers (12%).

All but one geographic division reported sales declines from November, varying from 2 to 4 percent. New England showed no change from last month. Compared with last year, the South Atlantic and Mountain Divisions showed a 2 percent increase. However, all other divisions experienced moderate declines ranging up to 8 percent in the East North Central Division.

Inventories

Inventories of wholesalers at the end of December declined 4 percent during the month and were 2 percent lower than stocks on hand last year. Durable goods stocks showed a 3 percent decline from November but remained unchanged from a year ago. Inventories in the nondurable goods trades were down 5 percent from a month earlier and were off 4 percent from December 1956.



The December 1957 stock-sales ratio of 137 percent for all merchant wholesalers was 1 point below the November ratio but 4 points above the ratio for December 1956. The December stock-sales ratio for durable goods was 193 compared to the nondurable goods ratio of 100.

All geographic divisions showed small declines from November. Changes in inventory levels from last December were mixed, ranging from a decline of 6 percent in the East South Central Division to an increase of 6 percent in the South Atlantic Division.

General

This report includes monthly dollar volume estimates of sales of merchant wholesalers by kind of business from January 1956 through December 1957. These data are based on a probability sample representative of all merchant wholesalers in the country. A description of this sample and approximate measures of the reliability of the data are included on pages 2 and 6. Also included in this report are sales and inventory trends and stock-sales ratios by kind of business, for the United States as a whole and by geographic division.

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DESCRIPTION OF SAMPLE, ESTIMATING PROCEDURE, AND RELIABILITY OF THE DATA

1. Scope of Survey

This survey is limited to merchant wholesalers, which constitute the major portion of the broad field of wholesale trade, and excludes other types of wholesale trade such as manufacturers sales branches and sales offices; petroleum bulk stations; agents and brokers and assemblers of farm products. All kinds of business in which merchant wholesalers operate are represented in this survey.

Merchant wholesalers are defined in the Standard Industrial Classification Manual issued by the Bureau of the Budget, Executive Office of the President, as "Establishments usually known as wholesalers, merchant wholesalers or jobbers, primarily engaged in buying, taking title to, and where customary, physically storing and handling goods and selling the goods at wholesale principally to retailers and industrial and commercial users. This group also includes industrial and distributors, exporters, and importers, cash-and-carry wholesalers; drop shippers, wagon distributors, etc. The establishments included in this group may perform operations on the goods incidental to the wholesale trading and delivery, such as installing equipment, and fixtures; and collecting and baling waste materials." Firms which, in addition to merchant wholesale establishments, operate other types of establishments, e.g., retail, manufacturing, etc., report in this survey only for their merchant wholesale establishments. A description of each kind-of-business classification shown in this report is included on pages 11 and 12.

2. Sample Design

Firms reporting in the survey are part of a probability sample representing merchant wholesalers in all kinds of business. The sample, which includes over 17,000 firms (about 26,000 establishments) is drawn from two sources: (1) 1954 Census of Business lists representing all wholesalers (with paid employees) in business in 1954 and (2) Bureau of Old Age and Survivors Insurance (BOASI) lists of wholesalers (with paid employees) entering business (or requesting new Employer Identification Numbers) since 1954. The sample is supplemented twice a year for new firms on the BOASI lists.

The reporting panel includes a fixed panel of about 1,400 very large firms reporting monthly and four rotating panels each containing about 3,900 smaller firms which report every fourth month. In any given month, the total reporting panel includes about 5,300 firms.

The number of firms selected in the sample for each kind of business varies from 150 to 650 firms, depending upon (a) the total number of firms in the trade, (b) the distribution of firms within the trade by sales size, and (c) whether geographic division trends are to be shown for the trade. In those kinds of business for which percentage changes are shown by geographic division, the sample chosen for the national estimates was increased by about 50 percent to provide wider representation by geographic division. In some of these trades, however, data are not shown separately for some geographic divisions because even this increase in the sample size will not provide reliable results in all geographic divisions.

3. Published Data

Sales.--This report includes monthly dollar volume estimates of sales by kind of business for the United States as a whole (Table 1) and sales trends (percent changes) derived from these estimates (Table 2). Sales trends are shown in Table 2 for some detailed kind of businesses for which estimates are not shown separately in Table 1. For these kinds of business (identified by * in Table 2) the trends are based only on the weighted sales of identical firms (i.e., firms reporting data for each of the months for which comparisons are made). Sales trends by geographic division are also shown for selected kinds of business (Table 3). In Table 3 the trends for geographic division are based on weighted sales of identical firms; however, sales trends at the United States level are derived from the dollar volume estimates shown in Table 1.

Sales include sales of merchandise and receipts from repairs or other services to customers after deducting returns and allowances, and discounts. Sales of merchandise for others on a commission basis are also included. Local and State sales taxes, and Federal excise taxes are included.

Inventories.--This report presents inventory trends by kind of business for the United States as a whole (Table 2) and by geographic division (Table 3). These inventory trends are based on the weighted inventories of identical firms (i.e., firm reporting data for each of the months compared).

Inventories represent stocks, at cost, of merchandise on hand for sale at the end of the month.

Stock-sales ratios.--These are presented by kind of business for the United States as a whole (Table 2) and by geographic division (Table 3). The stock-sales ratios are percentages derived by dividing weighted stocks, at cost, by weighted sales for only those firms reporting inventories in conjunction with sales in all three periods compared. Excluded from these ratios were all firms which report "zero" inventories (e.g., drop shippers). No adjustment is made in these calculations for the markup of sales, which varies from trade to trade. Stock-sale ratios for previous months shown in the current report may differ from those published in previous reports since the reporting panel varies.

4. Estimating Procedure

Each firm selected in the sample has an assigned weight which reflects its probability of selection in the sample. Large firms are selected with certainty, this having a weight of one (1). Other firms are sampled at varying rates, depending upon size, with smaller firms having a lower probability of selection and thus a larger weight.

For most firms reporting, data are available for each of three months (current, previous, and year ago). New firms reporting provide data for at least two months (current and previous). Sales and inventory figures reported for each firm are multiplied by its weight (the reciprocal of its probability of selection) and the results summarized to obtain the dollar volume estimates, percentage changes and stock sales ratios shown in this report.

Volume estimates.--The summation of the weighted reports of sales for each monthly panel provides unbiased dollar volume estimates, by kind of business, for two months--the current month and the preceding month. However, the published estimate is a "composite" of two estimates (a) the unbiased estimate for the current month obtained from the summation of the current month reports and (b) a ratio estimate obtained by multiplying the "composite" estimate for the previous month by the ratio of the current month unbiased to previous month unbiased estimates obtained from the summation of the current reports. The unbiased estimate (a) receives a weight of .3 while the ratio estimate (b) receives a weight of .7. The resulting weighted average provides a "composite" estimate of the dollar volume of sales considerably more reliable than either of the two estimates taken alone. The estimates shown for January-June 1956 were not obtained in this manner. Since unbiased estimates were not available for this period from the new sample which was introduced in July 1956, monthly estimates prior to that date were calculated by dividing the "composite" estimates for January-June 1957 by the year-to-year ratio for each of these months obtained from weighted reports of identical firms.

Percentage changes.--Two types of percentage change figures are presented in this report, viz., (1) percentage changes derived from dollar volume estimates (2) percent changes based on the weighted data from identical firms (i.e., those reporting data for each of the months for which comparisons are made). The percentage changes based on identical firms however, should not be regarded as an unbiased measure of percentage change. Since only those establishments reporting in both periods compared are included, the net change due to births and deaths is not reflected in the ratios shown.

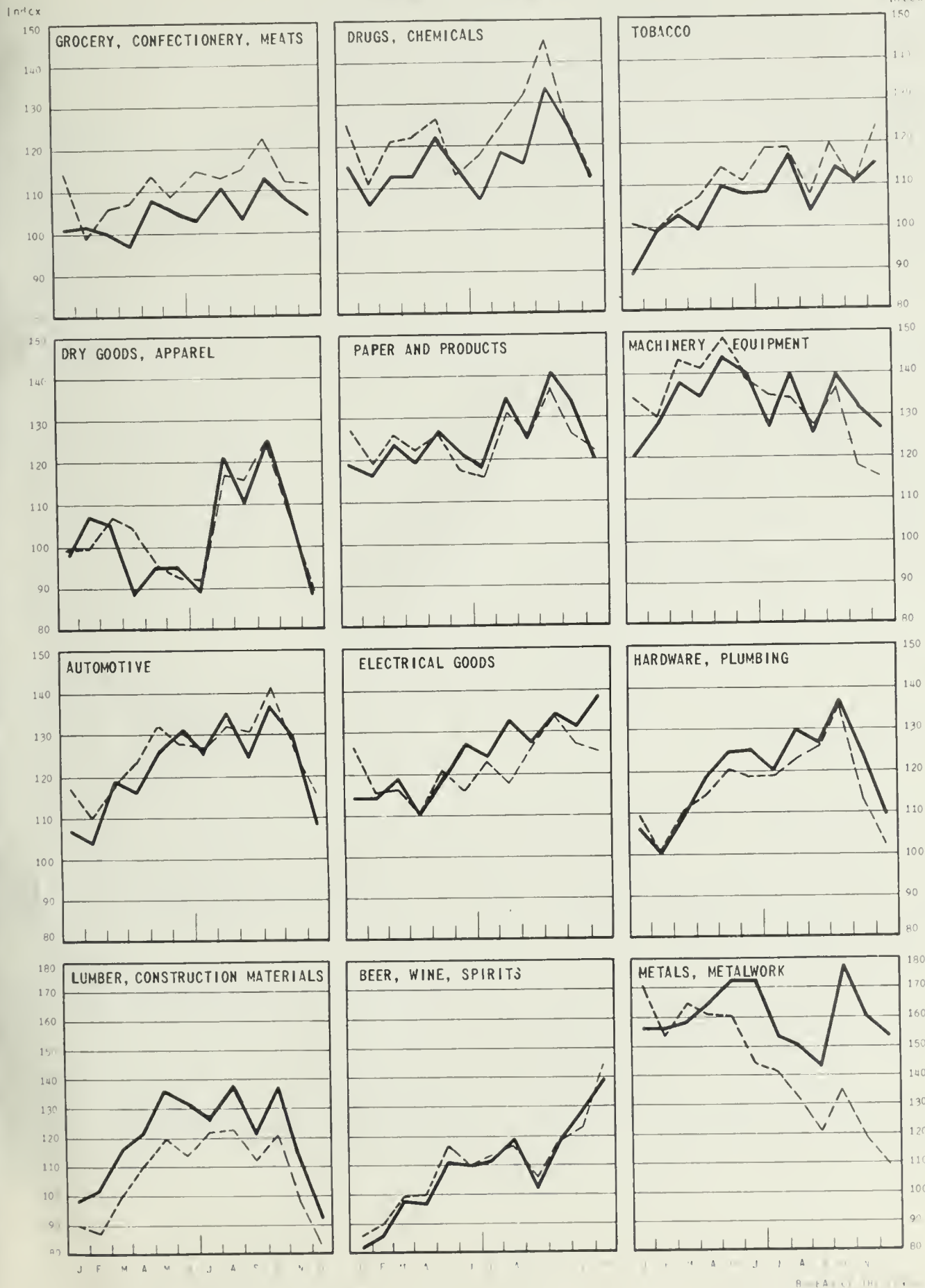
5. Reliability of the Data

Estimates based on a sample are subject to sampling variability and thus are not expected to be in exact agreement with a complete census taken with the same enumeration procedures. For all trades combined, the sampling variability of the "composite" sales estimates for any individual month, is less than one percent at the one sigma level. That is to say, the chances are about two out of three that the estimated sales shown would differ by less than one percent from the result of a complete enumeration. The variability of estimates for kind-of-business groups and individual kinds of business is generally higher than for total merchant wholesale trade but for most trades the sampling variability is less than 5 percent at the one sigma level. Table 1A presents these sampling variabilities of the estimates for February, March, April and May 1957. Since these measures are also subject to sampling variability they should be regarded as giving a general rather than exact idea of the variability due to sampling. The sampling variability of the ratios based on weighted identicals has not been evaluated. However, where these ratios are based on a small number of reports (viz., trends by geographic division) the sampling variability is usually quite high.

These measures do not include biases that may arise from other nonsampling errors, such as failure of respondent to submit correct figures or to submit a report in time for tabulation. In preparing the dollar volume estimates, an estimate is included for those firms that fail to respond. To the extent that the estimates for these firms may differ from the actual figures, nonresponse affects the reliability of the dollar volume estimate. As a result, dollar volume estimates are not published separately in a few trades where the nonresponse rate was considered too high to provide reliable level estimates. Approximately 11 percent of the total sales in May 1957 were imputed for nonresponse.

SALES OF MERCHANT WHOLESALERS—KINDS OF BUSINESS 1956 AND 1957

1956 MONTHLY AVERAGE = 100

 1956 = —
1957 = - - -


DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS

Table 1.--ESTIMATED MONTHLY SALES OF MERCHANT WHOLESALERS--UNITED STATES, BY KIND OF BUSINESS

JANUARY 1956 - DECEMBER 1957

(Sales in millions of dollars)

Kind of business	1956												Total
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	1956
MERCHANT WHOLESALERS, TOTAL.....	9,032	9,172	9,571	9,296	10,144	9,894	9,408	10,498	9,790	11,211	10,435	9,944	118,39
DURABLE GOODS, TOTAL.....	3,994	4,085	4,372	4,346	4,680	4,587	4,219	4,638	4,331	4,895	4,501	4,192	52,84
Automotive wholesalers.....	353	344	396	384	417	434	411	436	410	453	428	358	4,82
Automotive equipment, tire-tube wholesalers....	280	276	318	306	333	351	344	365	344	386	366	296	3,90
Electrical, electronic, appliance distributors..	603	602	627	580	616	668	641	690	661	700	692	727	7,80
Electrical apparatus, supplies distributors....	272	285	297	295	319	350	326	336	317	338	328	344	3,80
Electrical appliances, TV, radio sets, electronic parts, distributors.....	331	317	330	285	297	318	315	354	344	362	364	383	4,00
Furniture, home furnishings wholesalers.....	184	193	212	194	199	197	181	223	216	250	234	210	2,49
Home furnishings, floor coverings wholesalers..	125	133	147	133	134	131	118	145	144	170	162	139	1,68
Hardware, plumbing-heating goods wholesalers....	387	366	404	432	455	458	441	477	463	501	453	398	5,23
Hardware wholesalers.....	175	176	184	198	206	209	189	205	196	212	198	179	2,32
Plumbing, heating equipment, supplies distrib- utors.....	212	190	220	234	249	249	252	273	266	289	255	219	2,90
Lumber, construction materials distributors.....	540	560	636	669	743	725	705	769	675	759	624	511	7,91
Lumber, millwork wholesalers.....	337	338	361	373	410	398	392	433	363	402	327	279	4,41
Construction materials distributors.....	203	222	275	296	333	327	313	336	312	357	297	232	3,50
Machinery, equipment, supplies distributors.....	1,004	1,073	1,158	1,120	1,210	1,170	1,063	1,173	1,048	1,170	1,104	1,054	13,34
Industrial machinery, equipment, supplies distributors.....	506	541	574	523	569	522	493	546	483	566	564	548	6,43
Professional equipment, supplies distributors..	70	74	78	74	79	79	83	92	85	92	90	84	98
Service establishment supply houses.....	105	103	102	108	116	111	97	112	111	116	104	98	1,28
Metals, metalwork (except scrap) distributors....	438	437	442	460	483	483	438	428	405	501	447	428	5,39
Iron, steel and products distributors.....	276	282	303	312	325	325	306	287	274	346	306	269	3,61
Nonferrous metals distributors.....	162	155	139	148	158	158	132	141	131	155	141	159	1,77
Scrap, waste materials dealers.....	425	439	419	434	470	385	280	361	366	457	420	408	4,86
Iron, steel scrap dealers.....	267	275	261	267	304	248	167	231	238	306	291	283	3,13
Waste materials dealers.....	158	164	158	167	166	137	113	130	128	151	129	125	1,72
NONDURABLE GOODS, TOTAL.....	5,038	5,087	5,199	4,950	5,464	5,305	5,189	5,860	5,459	6,316	5,934	5,752	65,55
Grocery, confectionery, meat wholesalers.....	1,459	1,479	1,442	1,405	1,560	1,517	1,498	1,606	1,489	1,630	1,556	1,505	18,14
General-line grocery wholesalers.....	613	624	631	602	667	648	620	669	639	690	657	630	7,69
Specialty-line grocery wholesalers.....	561	583	537	528	587	588	585	620	553	606	578	571	6,89
Confectionery wholesalers.....	46	48	50	45	48	46	45	50	47	52	54	51	58
Meat, meat products wholesalers.....	239	224	224	230	258	235	248	267	250	282	267	253	2,97
Farm products (edible) distributors.....	354	361	384	393	451	469	465	416	345	376	397	409	4,82
Poultry, poultry products distributors.....	132	116	122	120	131	131	124	133	120	127	148	149	1,55
Fresh fruit, vegetable wholesalers.....	222	245	262	273	320	338	341	283	225	249	249	260	3,26
Beer, wine, distilled spirits wholesalers.....	385	406	459	454	532	520	532	565	482	572	606	657	6,17
Beer, ale distributors.....	151	152	166	177	220	229	265	270	197	199	182	198	2,40
Wine, distilled spirits wholesalers.....	234	254	293	277	312	291	267	295	285	373	424	459	3,76
Drugs, chemicals, allied products wholesalers....	322	299	316	316	342	319	301	334	326	375	348	315	3,91
Drug wholesalers (general and specialty lines)..	204	191	196	189	202	192	185	208	206	231	223	202	2,42
Industrial chemicals, explosives wholesalers...	95	87	96	100	111	97	89	98	93	116	100	92	1,17
Paint, varnish wholesalers.....	23	21	24	27	29	30	27	28	27	28	25	21	310
Tobacco distributors.....	238	264	275	264	295	289	288	314	275	304	298	308	3,41
Dry goods, apparel wholesalers.....	464	505	496	448	450	450	420	576	524	594	520	419	5,89
Clothing, furnishings, footwear wholesalers....	149	172	176	144	154	137	159	238	206	228	201	146	2,11
Dry goods wholesalers (general and specialty lines).....	183	192	184	182	183	197	170	221	203	223	197	162	2,27
Paper, allied products wholesalers.....	293	286	306	294	313	299	291	332	309	347	331	296	3,66
Paper wholesalers.....	253	247	265	253	273	255	252	287	265	294	280	248	3,17
Amusement, sporting goods wholesalers.....	70	75	93	96	92	99	98	117	116	133	127	116	1,23
Coal wholesalers.....	110	103	87	87	87	99	91	120	118	130	129	120	1,28

Table 1.--ESTIMATED MONTHLY SALES OF MERCHANT WHOLESALERS¹--UNITED STATES, BY KIND OF BUSINESS--Continued

JANUARY 1956 - DECEMBER 1957

(Sales in millions of dollars)

Kind of business	1957												12 months	
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	1957	1956
MERCHANT WHOLESALERS, TOTAL.....	9,945	9,097	9,744	9,834	10,168	9,610	9,916	10,197	9,814	10,713	9,590	9,261	117,890	118,395
BLE GOODS, TOTAL.....	4,278	3,981	4,292	4,314	4,450	4,243	4,267	4,329	4,222	4,511	3,907	3,656	50,450	52,842
Automotive wholesalers.....	389	366	392	408	428	424	421	439	434	467	418	386	4,972	4,824
Automotive equipment, tire-tube wholesalers...	321	298	319	334	352	359	363	377	373	406	359	329	4,190	3,965
Electrical, electronics, appliance distributors.	665	609	613	588	623	614	650	624	673	709	667	660	7,695	7,807
Electrical apparatus, supplies distributors...	301	291	293	297	308	315	325	307	332	341	311	312	3,733	3,807
Electrical appliances, TV, radio sets, electronic parts, distributors.....	364	318	320	291	315	299	325	317	341	368	356	349	3,963	4,000
Furniture, home furnishings wholesalers.....	189	189	205	212	200	193	185	210	216	245	223	208	2,475	2,493
Home furnishings, floor coverings wholesalers.	127	128	140	144	135	131	120	135	142	167	152	139	1,660	1,681
Hardware, plumbing-heating goods wholesalers....	398	365	405	420	443	435	436	452	463	499	415	372	5,103	5,235
Hardware wholesalers.....	184	173	191	196	205	196	192	197	201	215	177	164	2,291	2,327
Plumbing, heating equipment, supplies distributors.....	214	192	214	224	238	239	244	255	262	284	238	208	2,812	2,908
Lumber, construction materials distributors.....	496	476	551	609	659	628	667	675	613	666	538	448	7,025	7,916
Lumber, millwork wholesalers.....	295	259	307	330	343	329	343	342	307	331	269	232	3,687	4,413
Construction materials distributors.....	201	217	244	279	316	299	324	333	305	335	269	216	3,338	3,503
Machinery, equipment, supplies distributors.....	1,121	1,081	1,194	1,182	1,234	1,166	1,131	1,121	1,071	1,141	985	963	13,390	13,347
Industrial machinery, equipment, supplies distributors.....	590	547	593	540	560	512	509	512	490	548	455	457	6,313	6,435
Professional equipment, supplies distributors.	78	77	83	85	85	84	89	96	99	99	91	92	1,058	980
Service establishment supply houses.....	113	110	113	112	122	116	106	115	113	120	106	106	1,352	1,283
Metals, metalwork (except scrap) distributors...	478	430	459	452	448	404	396	368	339	378	331	305	4,788	5,390
Iron, steel and products distributors.....	317	287	312	317	311	275	272	252	230	257	217	184	3,231	3,611
Nonferrous metals distributors.....	161	143	147	135	137	129	124	116	108	121	114	122	1,557	1,779
Scrap, waste materials dealers.....	476	393	393	369	328	308	320	361	319	303	229	2212	4,011	4,864
Iron, steel scrap dealers.....	325	266	263	236	199	193	208	232	212	192	132	122	2,581	3,138
Waste materials dealers.....	150	127	130	133	129	115	112	129	107	111	97	90	1,430	1,726
DURABLE GOODS, TOTAL.....	5,667	5,116	5,454	5,520	5,718	5,367	5,649	5,868	5,591	6,202	5,683	5,605	67,440	65,553
Grocery, confectionery, meat wholesalers.....	1,642	1,433	1,530	1,544	1,630	1,579	1,660	1,630	1,633	1,768	1,627	1,602	19,278	18,146
General-line grocery wholesalers.....	707	627	655	676	698	676	703	692	701	758	679	650	8,222	7,690
Specialty-line grocery wholesalers.....	611	521	566	557	591	591	610	593	600	647	612	616	7,115	6,897
Confectionery wholesalers.....	52	49	53	50	52	49	50	51	55	61	58	57	637	582
Meat, meat products wholesalers.....	272	236	256	261	289	264	297	294	278	302	278	279	3,306	2,977
Farm products (edible) distributors.....	357	341	352	394	429	418	442	413	375	419	402	415	4,757	4,820
Poultry, poultry products distributors.....	121	106	109	124	127	116	129	142	138	163	166	165	1,606	1,553
Fresh fruit, vegetable wholesalers.....	236	235	243	270	302	302	313	271	237	256	236	251	3,152	3,267
Beer, wine, distilled spirits wholesalers.....	408	425	468	472	551	520	543	556	501	561	583	683	6,271	6,170
Beer, ale distributors.....	158	158	172	193	227	234	269	254	205	198	185	209	2,462	2,406
Wine, distilled spirits wholesalers.....	250	267	296	279	324	286	274	302	297	363	398	474	3,810	3,764
Drugs, chemicals, allied products wholesalers...	350	312	340	344	354	317	331	350	373	406	350	315	4,142	3,913
Drug wholesalers (general and specialty lines)	224	199	213	208	214	196	211	222	241	271	234	209	2,642	2,429
Industrial chemicals, explosives wholesalers..	103	92	102	108	110	93	90	99	103	107	92	85	1,184	1,174
Paint, varnish wholesalers.....	23	21	25	28	30	28	30	29	28	28	24	20	314	310
Tobacco distributors.....	271	266	280	285	307	297	319	319	288	320	295	332	3,579	3,412
Dry goods, apparel wholesalers.....	468	472	507	491	457	440	434	567	549	593	506	424	5,908	5,866
Clothing, furnishings, footwear wholesalers...	145	160	184	182	156	136	151	236	212	221	208	149	2,140	2,110
Dry goods wholesalers (general and specialty lines).....	192	183	194	190	187	193	186	220	223	240	190	172	2,370	2,297
Paper, allied products wholesalers.....	313	294	310	302	312	291	287	323	310	339	312	301	3,694	3,697
Paper wholesalers.....	268	252	265	258	271	250	250	279	267	290	265	258	3,173	3,172
Amusement, sporting goods wholesalers.....	74	83	96	99	101	104	111	119	125	129	126	124	1,291	1,233
Coal wholesalers.....	124	105	109	108	105	110	101	108	103	108	99	100	1,280	1,281

¹ Merchant Wholesalers total and Group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding.

Table 1A.--SAMPLING VARIABILITY--MONTHLY ESTIMATES OF SALES OF MERCHANT WHOLESALERS, BY KIND OF BUSINESS

Kind of business	Sampling error of monthly dollar value of sales				Sampling error of the ratio of sales in two consecutive months	Kind of business	Sampling error of monthly dollar value of sales				Sampling error of the ratio of sales in two consecutive months
	Feb. 1957	Mar. 1957	Apr. 1957	May 1957	March 1957 from February 1957		Feb. 1957	Mar. 1957	Apr. 1957	May 1957	March 1957 from February 1957
	(percent)				(percent)		(percent)				(percent)
MERCHANT WHOLESALERS, TOTAL.....	0.6	0.7	0.4	0.5	0.5	NONDURABLE GOODS, TOTAL.....	0.9	0.8	0.7	0.9	0.7
DURABLE GOODS, TOTAL.....	1.1	1.4	1.0	0.9	0.7	Grocery, confectionery, meat.....	2	2	1	2	2
Automotive.....	3	3	3	3	2	General-line grocery.....	2	2	2	2	2
Automotive equipment, tire-tube....	3	3	4	3	2	Specialty-line grocery.....	4	4	4	4	3
Electrical, electronics, appliances..	2	2	2	2	1	Confectionery.....	4	3	3	3	2
Electrical apparatus, supplies.....	2	2	2	3	2	Meat, meat products.....	4	5	4	4	3
Electrical appliances, TV, radio sets, electronic parts.....	2	4	4	3	2	Farm products (edible).....	3	3	3	3	2
Furniture, home furnishings.....	3	3	4	4	2	Poultry, poultry products.....	5	3	4	5	2
Home furnishings, floor coverings..	4	4	4	4	2	Fresh fruit, vegetables.....	5	4	4	3	2
Hardware, plumbing-heating goods.....	2	3	3	3	2	Beer, wine, distilled spirits.....	2	2	2	2	2
Hardware.....	2	3	3	3	2	Beer, ale.....	4	3	4	3	2
Plumbing, heating equipment, supplies.....	3	4	4	4	2	Wine, distilled spirits.....	3	3	3	2	2
Lumber, construction materials.....	3	3	3	2	2	Drugs, chemicals, allied products...	2	2	2	2	1
Lumber, millwork.....	5	6	6	5	3	Drugs (general and specialty lines)	2	2	2	2	2
Construction materials.....	3	3	3	4	2	Industrial chemicals, explosives..	5	4	5	4	2
Machinery, equipment, supplies.....	2	3	2	2	2	Paint, varnish.....	4	4	3	3	3
Industrial machinery, equipment, supplies.....	3	5	4	4	3	Tobacco.....	2	3	2	2	1
Professional equipment, supplies...	3	3	4	3	2	Dry goods, apparel.....	3	3	3	3	2
Service establishment supply houses	5	3	4	4	3	Clothing, furnishings, footwear...	5	5	5	5	3
Metals, metalwork (except scrap)....	2	3	3	3	3	Dry goods (general and specialty-lines).....	6	6	6	5	3
Iron, steel and products.....	3	5	4	4	4	Paper, allied products.....	3	2	2	2	1
Nonferrous metals.....	3	3	2	4	1	Paper.....	3	2	2	2	1
Scrap, waste materials.....	2	2	3	3	2	Amusement, sporting goods.....	6	4	4	4	4
Iron, steel scrap.....	3	3	4	4	3	Coal wholesalers.....	5	6	6	6	2
Waste materials.....	4	4	6	6	3						

Note: The above table provides approximate measures of the sampling variability of the dollar volume estimates of sales and of the ratio between sales for the two consecutive months specified. The ratio between sales for two consecutive months generally has a smaller sampling error than the level estimates in those months. These sampling errors are themselves subject to sampling variability and thus should be regarded as giving a general rather than exact idea of the variability due to sampling. Differences from month to month may be due to this error in the estimates of sampling error. Differences may also result from seasonal or cyclical fluctuation in the sales of individual firms (see page 2, for statement on nonsampling errors).

The sampling errors shown above can be converted to a range by the following computation: Multiply the sampling error by the estimate (whether it is a dollar volume estimate or a ratio). Add and subtract the resulting product from the published estimate. The resulting range is expected to include the "expected value" (that is, the value which could be obtained from a complete enumeration) about two out of three times. Doubling the sampling error and repeating the above process will give a range which will include the "expected value" about 19 out of 20 times.

To illustrate the computation of these ranges for monthly dollar volume estimates, consider the estimate made for all durable goods in March 1957. The published estimate is \$4,292 million while the sampling error shown for this month is 1.4 percent (or .014). Multiplying \$4,292 million by .014, we obtain \$60 million. Thus, the chances are two out of three that the "expected value" of the estimate is between \$4,232 and \$4,352 million. Doubling the given sampling error gives us the limits, \$4,172 to \$4,412 million, which will contain the "expected value" 19 out of 20 times.

As an example of the use of these sampling error data with ratios, consider the ratio of change from February 1957 to March 1957 for all durable goods. This ratio of change, obtained by dividing \$4,292 million by \$3,981 million, is 1.08 (it can also be expressed as an 8% increase). The sampling error of this statistic is 0.7 percent (.007). Multiplying 1.08 by .007, we obtain .008 as the standard error of the ratio. There is a probability of two out of three that the "expected ratio" is contained in the range 1.07 to 1.09 while there is a probability of 19 out of 20 that the "expected ratio" is contained in the range 1.06 to 1.10.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS

DECEMBER 1957

Kind of business	Sales			Inventory, end-of-month (at cost)		Stock-sales ratios (percent)		
	Percent change			Percent change, Dec. 1957 from--		December 1957	December 1956	November 1957
	December 1957 from--		12 mo. 1957 from 12 mo. 1956	December 1957 from--				
	December 1956	November 1957		December 1956	November 1957			
MERCHANT WHOLESALERS, TOTAL.....	-7	-3	0	-2	-4	137	133	138
DURABLE GOODS, TOTAL.....	-13	-6	-5	0	-3	193	171	185
Automotive wholesalers.....	+8	-8	+3	+2	-2	201	204	188
Motor-vehicle distributors*.....	-10	-5	-5	-11	+7	137	139	127
Automotive equipment, tire-tube wholesalers.....	+11	-8	+6	+3	-3	214	218	200
Electrical, electronics, appliance distributors.....	-9	-1	-1	0	-7	153	136	162
Electrical apparatus, supplies distributors.....	-9	0	-2	+2	-8	142	125	155
Electrical appliances, TV, radio sets, electronic parts, distributors.....	-9	-2	-1	-2	-7	168	151	171
Furniture, home furnishings wholesalers.....	-1	-7	-1	-5	-6	178	181	183
Furniture wholesalers*.....	-5	0	+1	+4	-7	205	168	217
Home furnishings, floor coverings wholesalers.....	0	-9	-1	-7	-6	163	173	165
Hardware, plumbing-heating goods wholesalers.....	-7	-10	-3	-3	-5	240	233	231
Hardware wholesalers.....	-8	-7	-2	-3	-5	251	244	244
Plumbing, heating equipment, supplies distributors.....	-5	-13	-3	-5	-5	227	221	216
Lumber, construction materials distributors.....	-12	-17	-11	-3	0	136	138	113
Lumber, millwork wholesalers.....	-17	-14	-16	-4	0	174	169	146
Construction materials distributors.....	-7	-20	-5	+3	0	112	105	92
Machinery, equipment, supplies distributors.....	-9	-2	0	+3	-1	220	201	219
Air conditioning, commercial refrigeration equipment, distributors*.....	-13	-21	+1	+4	-1	223	152	169
Commercial machines, equipment distributors*.....	-8	+6	+2	+2	0	184	184	215
Industrial machinery, equipment, supplies distributors.....	-17	0	-2	+1	-1	190	161	194
Professional equipment, supplies distributors.....	+10	+1	+8	+5	+1	206	202	189
Surgical, medical, hospital supply houses*.....	+7	-2	+8	+11	+2	187	176	169
Service establishment supply houses.....	+8	0	+5	-1	0	127	144	125
Metals, metalwork (except scrap) distributors.....	-29	-8	-11	+9	-1	284	198	263
Iron, steel and products distributors.....	-32	-15	-11	+10	-1	343	249	313
Nonferrous metals distributors.....	-23	+7	-12	+3	-4	109	69	107
Scrap, waste materials dealers.....	-48	-7	-18	-2	+5	104	60	91
Iron, steel scrap dealers.....	-57	-8	-18	-1	+8	102	49	89
Waste materials dealers.....	-28	-7	-17	+2	+3	105	81	93
Jewelry wholesalers*.....	-15	-8	-4	-19	-3	135	137	134
NONDURABLE GOODS, TOTAL.....	-3	-1	+3	-4	-5	100	104	105
Grocery, confectionery, meat wholesalers.....	+6	-2	+6	0	-3	76	81	78
General-line grocery wholesalers.....	+3	-4	+7	+2	0	102	106	104
Voluntary groups*.....	+4	-4	+6	0	-7	92	94	95
Retailer-cooperative*.....	+6	-5	+11	+10	-5	83	82	84
Noneffiliated*.....	+6	-4	+5	0	-6	119	129	121
Specialty-line grocery wholesalers.....	+8	+1	+3	-4	+3	76	83	75
Confectionery wholesalers.....	+12	+2	+9	+9	-4	58	58	65
Meat, meat products wholesalers.....	+10	0	+11	+3	+1	18	20	19
Farm products (edible) distributors.....	+1	+3	-1	-9	-9	20	22	23
Poultry, poultry products distributors.....	+11	-1	+3	-15	-5	18	20	20
Fresh fruit, vegetable wholesalers.....	-3	+6	-4	-6	-12	22	23	25
Beer, wine, distilled spirits wholesalers.....	+4	+17	+2	-4	-17	81	88	113
Beer, ale distributors.....	+6	+13	+2	-5	-16	45	51	63
Wine, distilled spirits wholesalers.....	+3	+19	+1	-3	-17	101	106	142
Drugs, chemicals, allied products wholesalers.....	0	-10	+6	+5	-5	158	153	151
Drug wholesalers (general and specialty lines).....	+3	-11	+9	+9	-6	168	162	165
Industrial chemicals, explosives wholesalers.....	-8	-8	+1	-1	-2	124	117	114
Paint, varnish wholesalers.....	-5	-17	+1	-9	-2	239	259	201
Tobacco distributors.....	+8	+13	+5	+8	-10	55	51	69
Dry goods, apparel wholesalers.....	+1	-16	+1	+1	-4	195	188	180
Clothing, furnishings, footwear wholesalers.....	+2	-28	+1	+7	-3	175	163	154
Dry goods wholesalers (general and specialty lines).....	+6	-9	+3	-3	-5	220	222	212
Piece goods converters*.....	-4	-5	-3	+2	-2	184	168	176
Paper, allied products wholesalers.....	+2	-4	0	-2	-4	123	133	124
Paper wholesalers.....	+4	-3	0	-3	-4	122	134	124
Stationery, wallpaper wholesalers*.....	-6	-9	+1	+2	-2	130	127	134
Farm products (raw materials) merchants*.....	-19	-14	+5	-22	+1	165	168	138
Other nondurable goods wholesalers.....	-5	+1	+5	+5	-5	121	109	130
Amusement, sporting goods distributors.....	+7	-2	+5	+14	-15	125	118	148
Book, magazine, newspaper wholesalers*.....	+8	-3	+14	+24	-1	104	102	94
Coal wholesalers.....	-17	-1	0	0	-3	133	121	146
Farm supplies wholesalers*.....	-14	+1	+1	-12	+7	218	223	214

* See text, page 2.

r Revised since Advance Release dated February 3, 1958.

Table 3.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS

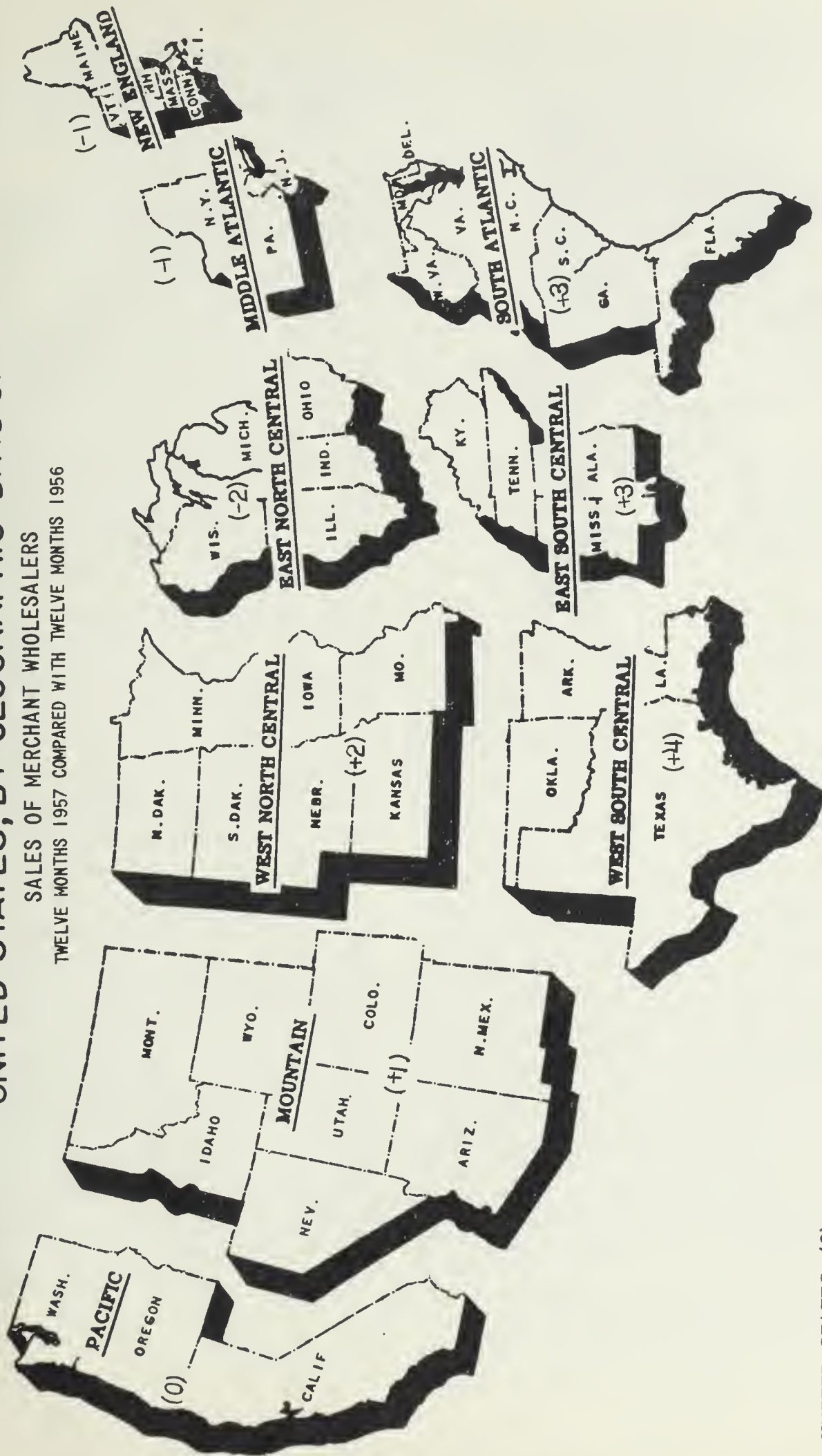
DECEMBER 1957

Kind of business and geographic division (see map page 9)	Salas ¹			Inventory, end-of-month (at cost)		Stock-sales ratios (percent)		
	Percent change			Percent change, Dec. 1957 from--		Dec. 1957	Dec. 1956	Nov. 1957
	Decamber 1957 from--		12 mo. 1957 from 12 mo. 1956	Dec. 1957 from--				
	Dec. 1956	Nov. 1957		Dec. 1956	Nov. 1957			
MERCHANT WHOLESALERS, TOTAL.....	-7	-3	0	-2	-4	137	133	138
New England.....	-6	0	-1	0	-6	116	107	128
Middle Atlantic.....	-7	-4	-1	-4	-2	116	111	116
East North Central.....	-8	-2	-2	+2	-4	143	131	144
West North Central.....	-3	-4	+2	-3	-4	141	140	148
South Atlantic.....	+2	-3	+3	+6	-6	145	137	149
East South Central.....	-3	-4	+3	-6	-1	186	202	168
West South Central.....	-6	-2	+4	-2	-4	147	143	151
Mountain.....	+2	-3	+1	+1	-5	131	137	135
Pacific.....	-6	-3	0	-3	-5	146	143	150
Automotive equipmant, tire-tube wholesalars.....	+11	-8	+6	+3	-3	214	218	200
New England.....	-18	-11	+7	+3	+2	121	100	112
Middle Atlantic.....	+25	-1	+6	-5	-4	168	243	161
East North Central.....	+3	-6	+8	+8	-1	206	208	182
West North Central.....	+10	-15	+10	+7	-4	227	249	224
South Atlantic.....	+12	+7	+4	+5	-4	208	243	220
East South Central.....	+6	-9	+6	+7	-3	309	313	291
West South Central.....	-3	-6	+3	+3	-7	251	232	262
Mountain.....	-13	11	+2	+4	-5	286	252	261
Pacific.....	-4	-14	+3	+6	-1	211	185	182
Electrical apparatus, supplies distributors.....	-9	0	-2	+2	-8	142	125	155
New England.....	-15	+13	-10	0	-8	107	93	136
Middle Atlantic.....	-11	-12	-2	+5	-6	130	114	127
East North Central.....	-7	+13	-8	+5	-10	135	120	173
West North Central.....	-11	-1	0	+1	-7	159	143	169
South Atlantic.....	-18	-10	-3	+2	-7	157	120	150
East South Central.....	-18	-12	+1	-13	-14	163	152	165
West South Central.....	+3	0	+6	+19	-1	149	129	138
Mountain.....	-3	+3	0	+2	-7	135	126	158
Pacific.....	-3	+3	0	+2	-7	135	126	158
Elect. appliances, TV, radio sets, electronic parts distributors.....	-9	-2	-1	-2	-7	168	151	171
New England.....	(X)	-10	(X)	(X)	-2	(X)	(X)	(X)
Middle Atlantic.....	-16	-10	0	-18	-9	158	156	149
East North Central.....	-10	-3	-2	+7	+1	184	143	174
West North Central.....	-12	+6	-9	+9	-9	215	177	231
South Atlantic.....	(X)	-7	(X)	-2	-9	180	167	185
East South Central.....	-9	+6	-6	(X)	-19	(X)	(X)	(X)
West South Central.....	(X)	-1	(X)	(X)	-13	203	218	211
Mountain.....	-7	+2	+4	(X)	(X)	(X)	(X)	(X)
Pacific.....	-8	+5	+4	-8	-14	128	129	150
Furniture, home furnishings wholesalars.....	-1	-7	-1	-5	-6	178	181	183
New England.....	+1	+11	0	(X)	-12	202	204	211
Middle Atlantic.....	+1	-14	0	-5	-7	166	178	162
East North Central.....	-19	-8	-1	-10	-7	172	160	175
West North Central.....	+4	0	+5	+2	-9	205	212	221
South Atlantic.....	+16	+5	+2	+6	-20	145	152	177
East South Central.....	-3	+5	-2	+1	-10	177	168	207
West South Central.....	-13	(X)	-2	(X)	+1	(X)	(X)	(X)
Mountain.....	-3	-4	-3	+4	-1	162	164	169
Pacific.....	-3	-4	-3	+4	-1	162	164	169
Hardware wholesalars.....	-8	-7	-2	-3	-5	251	244	244
Middle Atlantic.....	-5	-7	-4	-1	-4	237	225	234
East North Central.....	-6	-10	-4	-4	-4	259	255	244
West North Central.....	-11	-20	-2	-9	-6	281	276	225
South Atlantic.....	-6	-12	-1	-1	-7	247	236	258
East South Central.....	-6	-4	-3	-8	-2	220	227	216
West South Central.....	-13	-7	-3	+8	-8	285	240	301
Mountain.....	-1	+8	-7	-1	-10	282	280	341
Pacific.....	-6	-6	-2	-3	-5	247	242	249
Plumbing, heating equipment, supplies distributors.....	-5	-13	-3	-5	-5	227	221	216
New England.....	-11	-5	-9	+2	-6	243	204	250
Middle Atlantic.....	-5	-12	-4	-7	-4	199	215	187
East North Central.....	-12	-12	-5	+1	-5	284	250	256
West North Central.....	-8	-17	-4	-7	-5	252	238	217
South Atlantic.....	-9	-11	-1	-5	-4	217	203	209
East South Central.....	(X)	-8	(X)	(X)	-6	(X)	(X)	(X)
West South Central.....	-6	+5	+2	-17	-9	195	247	234
Mountain.....	-24	-14	-5	(X)	(X)	(X)	(X)	(X)
Pacific.....	-5	-11	-4	-2	-4	206	203	195
Lumber, construction materials distributors.....	-12	-17	-11	-3	0	136	138	113
New England.....	-13	-15	-5	(X)	-16	67	68	72
Middle Atlantic.....	-21	-27	-11	+3	+1	120	103	86
East North Central.....	-18	-22	-12	-8	0	172	163	138
West North Central.....	-6	-15	-8	-1	-7	132	118	137
South Atlantic.....	(X)	-4	(X)	+4	+1	103	124	91
East South Central.....	(X)	-15	(X)	(X)	+7	137	(X)	149
West South Central.....	0	-7	-4	+10	+4	187	179	153
Pacific.....	-14	-9	-16	+9	+1	174	163	145

See footnotes at end of table.

UNITED STATES, BY GEOGRAPHIC DIVISION

SALES OF MERCHANT WHOLESALERS
TWELVE MONTHS 1957 COMPARED WITH TWELVE MONTHS 1956



UNITED STATES (0)

USCOMM--DC

Table 3.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS--Continued

DECEMBER 1957

Kind of business and geographic division (see map page 9)	Sales ¹			Inventory, end-of-month		Stock-sales ratios		
	Percent change			(at cost)		(percent)		
	Dec. 1957 from--		12 mo. 1957 from 12 mo. 1956	Percent change, Dec. 1957 from--		Dec. 1957	Dec. 1956	Nov. 1957
	Dec. 1956	Nov. 1957		Dec. 1956	Nov. 1957			
Industrial machinery, equipment supplies distributors.....	-17	0	-2	+1	-1	190	161	194
New England.....	-36	(X)	-3	0	0	(X)	(X)	(X)
Middle Atlantic.....	-10	-4	-5	-5	-2	195	163	180
East North Central.....	-4	-2	-3	+2	+1	162	159	158
West North Central.....	-20	(X)	-6	+3	0	210	178	146
South Atlantic.....	(X)	-3	(X)	(X)	-3	163	119	145
East South Central.....	+3	-17	-3	+6	+1	234	249	203
West South Central.....	-16	+8	0	+5	-3	184	139	209
Mountain.....	-7	+10	(X)	+10	0	202	182	250
Pacific.....	-15	+7	-5	+13	-4	227	199	279
General-line grocery wholesalers.....	+3	-4	+7	+2	0	102	106	104
New England.....	+5	-4	+5	0	0	66	75	63
Middle Atlantic.....	+3	0	+4	+7	-2	137	128	134
East North Central.....	+8	-2	+7	+6	-8	96	96	101
West North Central.....	+8	+2	+5	+5	-1	94	96	99
South Atlantic.....	+2	-9	+4	+1	-10	117	119	117
East South Central.....	+2	-1	+7	0	-3	105	109	111
West South Central.....	+11	-2	+8	-7	-7	101	123	106
Mountain.....	+3	-18	+5	0	-12	109	128	99
Pacific.....	+5	-4	+13	+11	-1	80	82	83
Specialty-line grocery wholesalers.....	+8	+1	+3	-4	+3	76	83	75
New England.....	(X)	0	(X)	(X)	-1	(X)	(X)	(X)
Middle Atlantic.....	+13	+4	+1	-2	+8	67	80	63
East North Central.....	+8	-3	+5	-16	+1	57	66	55
West North Central.....	(X)	+10	(X)	-11	+1	112	97	130
West South Central.....	-2	+5	+8	-1	+6	72	65	68
Pacific.....	+2	+8	-1	+5	(X)	79	78	77
Fresh fruit, vegetable wholesalers.....	-3	+6	-4	-6	-12	22	23	25
New England.....	+16	-12	+1	(X)	(X)	(X)	(X)	(X)
Middle Atlantic.....	-8	+5	-4	(X)	-15	16	15	19
East North Central.....	+1	+7	-2	(X)	-9	17	24	18
West North Central.....	+8	+15	-3	0	-3	34	40	36
South Atlantic.....	+4	+10	+1	(X)	0	33	24	38
West South Central.....	-10	0	-1	(X)	-18	(X)	(X)	(X)
Mountain.....	(X)	+3	(X)	(X)	(X)	23	31	23
Pacific.....	-10	-1	-3	(X)	-12	21	26	29
Drug wholesalers (general and specialty lines).....	+3	-11	+9	+9	-6	168	162	165
New England.....	-3	+1	+7	+2	-7	132	122	147
Middle Atlantic.....	-7	-16	+6	+4	-5	145	139	133
East North Central.....	+6	-4	+8	+5	-5	164	164	164
West North Central.....	+9	-14	+9	+10	-4	184	154	164
South Atlantic.....	+2	-11	+8	+11	-5	190	175	174
East South Central.....	(X)	-11	(X)	(X)	-8	(X)	(X)	(X)
West South Central.....	+10	-1	+10	+9	-10	192	195	214
Mountain.....	+21	-5	+7	(X)	-7	(X)	(X)	(X)
Pacific.....	+1	-2	+8	+8	-5	141	145	151
Tobacco distributors.....	+8	+13	+5	+8	-10	55	51	69
New England.....	+15	+21	+8	+18	(X)	48	48	74
Middle Atlantic.....	+8	+12	+5	-2	-7	50	54	63
East North Central.....	+5	+15	+6	+5	-3	39	44	52
West North Central.....	+11	+10	+3	(X)	-6	(X)	(X)	(X)
South Atlantic.....	+9	+11	+8	+17	-8	66	50	77
East South Central.....	+10	+11	+4	-2	-7	46	54	56
West South Central.....	+6	+6	+6	+10	-12	32	37	39
Mountain.....	+13	-2	+6	(X)	(X)	47	55	64
Pacific.....	+8	+7	+8	+10	-25	(X)	(X)	(X)
Dry goods, apparel wholesalers.....	+1	-16	+1	+1	-4	195	188	180
New England.....	0	+15	-2	-6	-19	151	176	213
Middle Atlantic.....	-9	-18	-1	+4	+1	187	165	159
East North Central.....	-11	-25	+5	+18	-4	222	139	175
West North Central.....	+13	(X)	+4	-5	-4	280	380	249
South Atlantic.....	-4	-24	-4	-9	-18	202	213	201
East South Central.....	+3	-5	0	(X)	(X)	(X)	(X)	(X)
Pacific.....	+6	-20	+6	(X)	-16	212	205	188

X Withheld due to extreme variation of reported data.

¹ See text, page 2.

r Revised since Advance Release dated February 3, 1958.

All kinds of business in which merchant wholesalers operate are represented in this survey. The kinds of business shown in this report parallel broad classifications used in the 1954 Census of Business covering wholesale trade. Each establishment in this survey has been assigned a kind-of-business classification based upon its trade designation and an analysis of its sales by commodity lines as reported to the Bureau of the Census. A description of each kind-of-business classification in this report is given below.

DURABLE GOODS

Automotive wholesalers

Motor-vehicle distributors.--Merchant wholesale establishments primarily engaged in selling new and used passenger automobiles and similar motor vehicles, road-type trucks, truck-tractors, busses, trailers, and semitrailers to dealers or to fleet operators, industrial accounts, and to commercial users. Dealers in road-type trucks, truck-tractors, and truck-trailers are included here on the basis of kind-of-goods sold.

Automotive equipment, tire-tube wholesalers.--Merchant wholesale establishments--frequently referred to as jobbers in this trade--primarily engaged in selling automotive equipment, accessories, parts, tires, tubes and garage equipment and tools.

Electrical, electronics, appliance distributors

Electrical apparatus, supplies wholesalers.--Merchant wholesale establishments selling a general line of electrical goods such as electrical equipment and apparatus; wiring supplies and construction materials; lighting fixtures and lamps; radio and television sets and accessories; electric refrigerators and other electrical appliances and specialties; and electronic parts and equipment; and those primarily engaged in selling such electrical equipment and apparatus; wiring supplies and construction materials, and lighting fixtures and lamps, as conduits and fittings, interior wires and cables, wiring devices, safety switches, poles, crossarms, pole-line hardware, outside wires and cables, residential, commercial, and industrial lighting fixtures, and incandescent and fluorescent lamps. Establishments specializing in the sale of electrical prime movers and other electrical power equipment for the generation, transmission, or utilization of electric energy are also included.

Electrical appliances, TV, radio sets, electronic parts distributors.--Merchant wholesale establishments primarily engaged in selling such electrical appliances and specialties as radio and television sets, dish washers, electric refrigerators, electric ranges, washing machines, ironers, radio and television parts and accessories, home freezers, sewing machines, hot water heaters, electric irons, percolators, clocks, hotplates, vacuum cleaners, etc., and electronic tubes, electronic replacement parts and accessories, and transmission and sound equipment.

Furniture, home furnishings wholesalers

Furniture wholesalers.--Merchant wholesale establishments primarily engaged in selling home or office furniture--wooden, metal or other.

Home furnishings, floor coverings wholesalers.--Merchant wholesale establishments primarily engaged in selling household china, glassware, and earthenware; floor coverings (carpets, rugs, linoleums, etc.); antique home furnishings; and miscellaneous home furnishings such as brooms, brushes, curtains, draperies, pictures and picture frames, window shades, kitchen utensils, phonograph records, and musical instruments.

Hardware, plumbing, heating goods wholesalers

Hardware wholesalers.--Merchant wholesale establishments selling a general line of merchandise sufficiently broad to service retail hardware stores and the hardware departments of other outlets--general-line hardware wholesalers; and establishments primarily engaged in selling builders hardware, heavy hardware, shelf or light hardware, and hardware specialties such as tools, cutlery, bolts, nuts, rivets, screws, padlocks, keys, and the like--specialty-line hardware wholesalers.

Plumbing, heating equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling plumbing and heating equipment and supplies such as plumbing fixtures, including sanitary ware; steam and hot water heating boilers, radiators, parts, and fittings; stoves, ranges, furnaces, and other types of heating apparatus (except electric); oil burners; gas appliances and supplies; plumbing pipe, valves, and fittings; and plumbers brass goods.

Lumber, construction materials distributors

Lumber, millwork wholesalers.--Merchant wholesale establishments primarily engaged in selling lumber and millwork such as rough, dressed, and finished lumber; sheathing, siding, flooring, shingles, plywood, veneers, doors, sashes, frames, interior woodwork and trim.

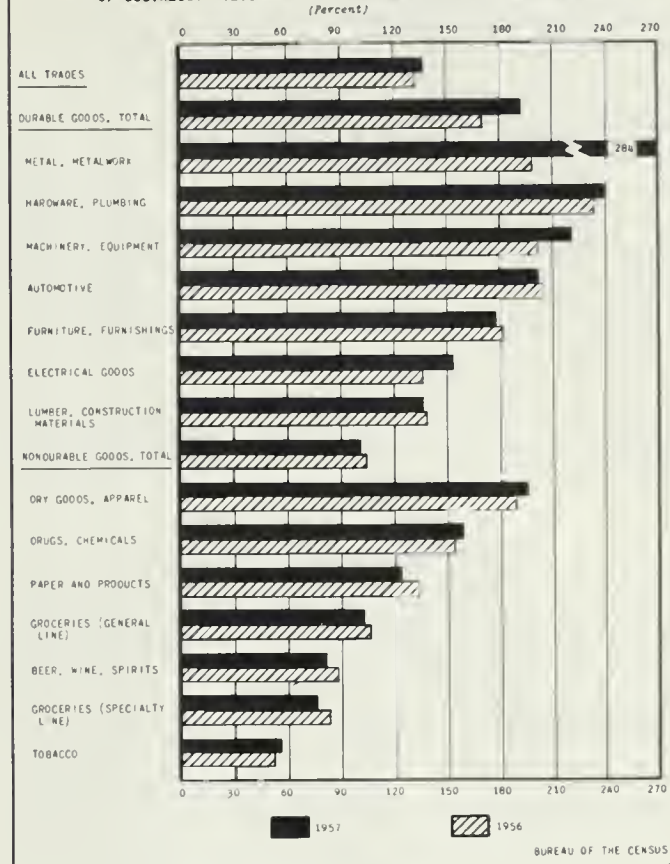
Construction materials distributors.--Merchant wholesale establishments primarily engaged in selling such construction materials as brick, tile, and terra cotta; cement, lime, and plaster; building glass; sand, gravel, and crushed stone, ready-mixed concrete; roofing, siding and insulation; and stone, slate, concrete products, and building board.

Machinery, equipment, supplies distributors

Air conditioning, commercial refrigeration equipment distributors.--Merchant wholesale establishments primarily engaged in selling commercial refrigeration equipment (including electric) such as refrigerators, display cases, freezers, dispensers, water coolers, food locker equipment; and those selling air conditioning and ventilating equipment and supplies, including fans, blowers, and accessories. Establishments specializing in the sale of commercial refrigeration equipment and accessories are also included in this classification.

Commercial machines, equipment distributors.--Merchant wholesale establishments primarily engaged in selling office machine and equipment (except furniture) such as adding machines, typewriters, address ing, duplicating, sealing, computing, stapling, accounting, and statistical machines; restaurant and hotel equipment such as coffee urns, steam tables, china, glassware, silverware, linens, and related items; tire machines and fixtures, such as display fixtures, show racks, printing equipment, cash register, scales, meat slicers and grinders, coffee grinders, etc.; and such related equipment as florists' supplies, theater supplies and equipment, and parking meter. Establishments primarily engaged in selling these items are included, as well as those selling to dealers.

STOCKS--SALES RATIOS OF MERCHANT WHOLESALERS IN SELECTED KINDS OF BUSINESS: DECEMBER 1957 COMPARED WITH DECEMBER 1956



Machinery, equipment, supplies distributors--continued

Industrial machinery, equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling machinery, equipment, and supplies to manufacturing and mining concerns. Included here are establishments selling industrial machinery; industrial belting, hose, and packing; machine tools, mine and mill supplies; oil well and oil refining supplies; printing machinery and supplies; industrial rope, cordage, and twine; industrial materials, handling equipment; power transmission equipment; and machinery and equipment for such industries as food products, woodworking, shoe manufacturing, tanning, textile, and paper and pulp.

Professional equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling dental supplies (chairs, sterilizers, cabinets, instruments, dental gold and alloys, waxes, teeth, and the like); religious supplies (church goods and religious articles such as statuary, vestments, fonts, candles, religious pictures, calendars, literature, etc.); school equipment and supplies (desks, blackboards, chalk, rulers, wall and globe maps, etc.); optical goods; surgical, medical, hospital supplies, and equipment; artists supplies; engineering instruments and supplies; and supplies for other professions.

Surgical, medical, hospital supply houses.--Merchant wholesale establishments primarily engaged in selling surgical and medical instruments; doctors apparatus and equipment; orthopedic appliances; artificial limbs; operating room and other hospital equipment; X-ray machines and accessories and other scientific instruments used by physicians and in hospitals.

Service establishment, supply houses.--Merchant wholesale establishments primarily engaged in selling barber and beauty supplies; laundry, dry cleaning equipment, supplies (washing, drying, ironing, and pressing machines; laundry soaps and chemicals; dry cleaning fluids, marking equipment, etc.); shoe service supplies and equipment; undertakers supplies (caskets, burial vaults, burial garments, embalming chemicals and preparations, and other morticians and funeral equipment); upholsterers supplies (fabrics, leather and fillings, and other types of supplies used in the upholstery trade); and miscellaneous service equipment, such as janitors' supplies, furriers' supplies, bootblack's supplies, and hat cleaners' supplies.

Other machinery, equipment supplies distributors (not shown separately in accompanying table).--Merchant wholesale establishments primarily engaged in selling (a) transportation equipment such as aircraft and aeronautical equipment, supplies; railroad equipment, supplies; marine equipment, supplies; and other transportation equipment and supplies; (b) construction machinery, equipment such as road building machinery, excavating and dredging machinery, derricks, cranes, hoists, and winches; and related construction equipment as pneumatic hammers, concrete construction clamps and forms, scaffolding, chutes, and wheelbarrows--but not construction materials, and (c) farm-garden machinery, equipment (including tractors) used in the preparation and maintenance of the soil, the planting and harvesting of crops, and other operations and processes pertaining to agriculture; dairy machinery and equipment, such as milking machines and cream separators; poultry equipment, such as incubators, brooders, and feeder and irrigation equipment.

Metals, metalwork (except scrap) distributors

Iron, steel, and products distributors.--Merchant wholesale establishments usually referred to as steel warehouses--primarily engaged in selling iron and steel products such as semifinished forms and shapes, plates, sheets, strips, bars, structural shapes, piling, nails, tubular products, wire products, forgings and castings. Steel warehouses of firms operating steelworks and rolling mills are also included here.

Nonferrous metals distributors.--Merchant wholesale establishments primarily engaged in selling nonferrous metals and metalwork such as aluminum, copper, tin, brass, lead, and zinc.

Scrap, waste materials dealers

Iron, steel scrap dealers.--Merchant wholesale establishments primarily engaged in assembling, breaking up, sorting, and selling all forms of iron and steel scrap.

Waste materials dealers.--Merchant wholesale establishments primarily engaged in assembling, sorting, and selling such waste materials as nonferrous scrap metals, waste paper, rags, wiping cloths, textile wastes, scrap rubber, and other waste and salvage materials. Scrap iron and steel may be handled as secondary lines.

Jewelry wholesalers

Jewelry wholesalers.--Merchant wholesale establishments primarily engaged in selling a general-or specialty-line of jewelry such as clocks and watches; precious stones and metals; watch materials, jewelers supplies; costume jewelry; and miscellaneous items such as silverware, plated ware, medals, trophies, semi-precious stones, and insignia.

NONDURABLE GOODS

Grocery, confectionery, meat wholesalers

General-line grocery wholesalers.--Merchant wholesale establishments handling a general line of dry groceries and processed foods usually sold in retail grocery stores, such as canned foods, flour, sugar, coffee, tea and spices, as well as such nonfood items as household chemicals, soaps and detergents, paper products, brooms, brushes, etc. Voluntary group wholesalers, retailer-cooperative warehouses, and cash-and-carry depots are included, as well as nonaffiliated general-line grocery wholesalers.

Specialty-line grocery wholesalers.--This classification includes two general types of merchant wholesale establishments: Those handling a combination of grocery items, no one item predominating, but not a sufficiently broad line of commodities to be classified as "general line"; and those primarily engaged in selling specialized lines of groceries and related products, such as canned foods; coffee, tea, and spices; dairy products; dried fruits and nuts; frosted and frozen foods; fish and seafood; bakery products; packaged breakfast cereals; flour; cooking oils and shortening; and soft drinks.

Confectionery wholesalers.--Merchant wholesale establishments primarily engaged in selling candy, chewing gum, popcorn, potato chips, salted nuts, fountain fruits and syrups, and related items. Cigars, cigarettes, and other products are also frequently handled as secondary lines.

Meat, meat products wholesalers.--Merchant wholesale establishments primarily engaged in selling fresh, frozen, cured or processed (but not canned) meats, lard, and other edible meat products. Secondary lines such as butter, cheese, eggs, dressed poultry, vegetable shortening, and canned meats are frequently handled.

Farm products (edible) distributors

Poultry, poultry products distributors.--Merchant wholesale establishments primarily engaged in selling live or dressed poultry, eggs, and related products. Establishments primarily engaged in dressing poultry are considered manufacturers.

Fresh fruit, vegetable wholesalers.--Merchant wholesale establishments primarily engaged in selling fresh fruits, vegetables, berries, melons, and related items.

Beer, wine, distilled spirits wholesalers

Beer, ale distributors.--Merchant wholesale establishments primarily engaged in selling beer, ale, porter, stout and other fermented malt liquors. Soft drinks, confectionery, tobacco, wines, and spirits are frequently handled as secondary lines.

Wine, distilled spirits wholesalers.--Merchant wholesale establishments primarily engaged in selling wines, whiskey, gin, rum, brandy, and other spirits, including neutral spirits and ethyl alcohol used in blending. Merchants who bottle and sell wines and distilled spirits manufactured in bulk by others, liquor departments of drug wholesalers, and State-operated wholesale outlets are included. State depots primarily engaged in supplying State liquor stores, however, are not included in wholesale trade.

Drugs, chemicals, allied products wholesalersDrug wholesalers (general and specialty lines)

General-line drug wholesalers (not shown separately).--Merchant wholesale establishments engaged in selling a full line of drugs, pharmaceuticals, proprietary medicines, druggists rubber goods, cosmetics, toiletries, drug sundries, and related merchandise. Cooperatives and voluntary group wholesalers handling a full line of drugs are also included in this classification. Liquor departments of drug wholesalers, however, are included with "wines and distilled spirits wholesalers."

Specialty-line drug wholesalers (not shown separately).--Merchant wholesale establishments primarily engaged in selling proprietary medicines, toilet preparations, and articles such as drugs, perfumes, cosmetics, powders, shaving preparations, toilet soap, dentifrices, combs, brushes, mirrors, medical glass, bandages, rubber goods, and antiseptics.

Drugs, chemicals, allied products wholesalers--Continued

Industrial chemicals, explosives wholesalers.--Merchant wholesale establishments primarily engaged in selling such industrial and heavy chemicals as coal-tar chemicals, plastics, compressed and liquefied gases (except LP gas), acids, ammonia, soda, industrial alcohols, explosives, dyestuffs, naval stores, etc. Concerns primarily engaged in selling pyrotechnics and ammunition for small arms are included in "Amusement and sporting goods wholesalers."

Paint, varnish wholesalers.--Merchant wholesale establishments primarily engaged in selling paints, varnishes, lacquers, enamels, calcimines, shellac, and stains. Glass, wallpaper, painters supplies, oils, chemicals, and related products are frequently handled as secondary lines.

Tobacco distributors

Tobacco distributors.--Merchant wholesale establishments primarily engaged in selling manufactured tobacco products such as cigars, cigarettes, chewing and smoking tobacco, and snuff. Confectionery, smokers articles, razor blades, playing cards, etc., are frequently handled as secondary lines.

Dry goods, apparel wholesalers

Clothing, furnishings, footwear wholesalers.--Merchant wholesale establishments primarily engaged in selling men's, boys' clothing, and furnishings (including suits, coats, overcoats, work clothing, hats and caps, shirts, ties, and underwear); women's, children's clothing, furnishings, and accessories (including suits, dresses, and skirts); furs and fur clothing; millinery, millinery supplies; shoes and other footwear; work clothing; and related lines.

Dry goods wholesalers (general and specialty lines)

General-line dry goods wholesalers (not shown separately).--Merchant wholesale establishments engaged in selling a diversified combination of lines usually sold in retail dry goods and general merchandise stores, including piece goods, home furnishings, work clothing, dresses, infants' wear, notions, and hosiery. Men's and women's clothing, furnishings, and millinery frequently constitute secondary lines.

Specialty-line dry goods wholesalers (not shown separately).--Merchant wholesale establishments primarily engaged in selling hosiery, underwear, piece goods, knit and lace goods, fancy linen and needlework and notions (thread, tapes, needles, pins, buttons, hair accessories, zippers, and shoe laces).

Piece goods converters.--Merchant wholesale establishments which purchase textiles in the gray or unfinished form, have them dyed and/or finished by others, usually on a contract basis, and sell to the cutting-up trade, garment makers, wholesalers, or retailers. Converters operating bleaching, dyeing, and finishing plants are not considered as merchant wholesalers.

Paper, allied products wholesalers

Paper wholesalers.--Merchant wholesale establishments primarily engaged in selling wrapping paper and other coarse paper; fine paper (writing papers, reproduction paper stock, cover, text, thin, and other fine papers); newsprint and book paper; paperboard; and converted paper products such as bags, boxes, cups, dishes, towels, napkins, tissues, and bottle caps.

Stationery, wallpaper wholesalers.--Merchant wholesale establishments primarily engaged in selling commercial and social stationery, including envelopes, typewriter and mimeograph paper in cut sizes, file cards and folders; and office supplies such as pens, pencils, writing inks, carbon paper, paper clips, typewriter ribbons, greeting cards, and erasers; and embossed and printed wallpaper for use in covering or decorating interior walls and ceilings.

Farm products (raw materials) merchants

Farm products (raw materials) merchants.--Merchant wholesale establishments primarily engaged in selling cotton, grain, hides, skins, raw furs, livestock, leaf tobacco, wool, mohair, hogs and mules, and other inedible products such as broomcorn, moss, hair, feathers, bristles, and fibers. This classification includes merchants (including terminal elevators) primarily engaged in selling raw farm products in marketing centers. Dealers buying such products direct from farmers and assembling them at local production points are classified as "assemblers" and not included here.

Other nondurable goods wholesalers

Amusement, sporting goods distributors.--Merchant wholesale establishments primarily engaged in selling cameras and photographic goods (cameras, parts, and accessories, projection apparatus, enlargers, developing and printing room apparatus and accessories, sensitized unexposed photographic supplies and equipment); sporting goods (toys, games, novelties, fireworks, bicycles, sporting goods, and athletic goods); and other recreation goods such as playground equipment, billiard and bowling equipment and supplies; and hobby goods.

Book, magazine, newspaper wholesalers.--Merchant wholesale establishments primarily engaged in selling books, magazines, periodicals, newspapers, and related items.

Coal wholesalers.--Merchant wholesale establishments primarily engaged in selling bituminous coal, anthracite coal, and coke. This includes firms with coal yards as well as those selling goods shipped directly from mine to customer.

Farm supplies wholesalers.--Merchant wholesale establishments primarily engaged in selling mixed and other feeds; fertilizers, fertilizer materials, and agricultural chemicals; seeds (farm, garden, and flower); and miscellaneous farm supplies such as hay, straw, and alfalfa.

Merchant wholesalers, n.e.c.--(Not shown separately in the accompanying table.) Merchant wholesale establishments primarily engaged in selling petroleum products, cut flowers and potted plants; forest products except lumber; inedible oils and fats; textiles and materials other than dry goods; industrial yarns; crude rubber; ores; sponges; artificial leather; wood pulp; artificial flowers; and products not elsewhere classified; and establishments handling a line of merchandise too broad to be included in any of the classifications outlined above.

Ref

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MONTHLY WHOLESALE TRADE REPORT

U. S. DEPARTMENT OF COMMERCE
Sinclair Weeks, Secretary

BUREAU OF THE CENSUS
Robert W. Burgess, Director

JANUARY 1958

FOR RELEASE
MARCH 13, 1958

SALES AND INVENTORIES

Sales

January 1958 sales of merchant wholesalers were estimated at \$9.0 billion, a decrease of 4 percent from December 1957, and a 10 percent decline from January sales a year ago. Durable goods trades reflected sharper declines than the nondurable goods trades. Durable goods trades, with sales of \$3.5 billion in January 1958, showed a decrease of 4 percent from previous month sales and 18 percent from sales a year ago. The nondurable goods trades, with January sales of \$5.5 billion, were down 3 percent from December and 3 percent from last January.

Substantial seasonal declines were reported by wholesalers of jewelry (46%), wine, distilled spirits (43%), and amusement, sporting goods (32%). Farm supplies wholesalers, with a seasonal gain of 22 percent, noted the principal increase over December sales. Iron, steel scrap dealers, as in the past three months, showed the largest decline (63%) from a year ago. Dealers of nonferrous metals (42%), iron, steel products (37%), waste material (31%) and industrial machinery, equipment (25%) also reported large decreases. Meat products wholesalers (16%) and poultry products distributors (17%) led in increased sales over January of last year. One of the few durable goods trades to show a gain was automotive equipment, tire-tube wholesalers (9%).

All but one geographic division reported January sales below December, the largest decline occurring in the West South Central Division (8%). Sales in most geographic divisions were also 5 to 11 percent below a year ago.

Inventories

Inventories of wholesalers at the end of January were down slightly (1%) from a month earlier but showed no change compared with January of last year. The January 1958 stock-sales ratio of 144 percent was 8 points above the December ratio and 12 points above the ratio for January 1957. The January stock-sales ratio for durable goods was 201 compared to the nondurable goods ratio of 104.

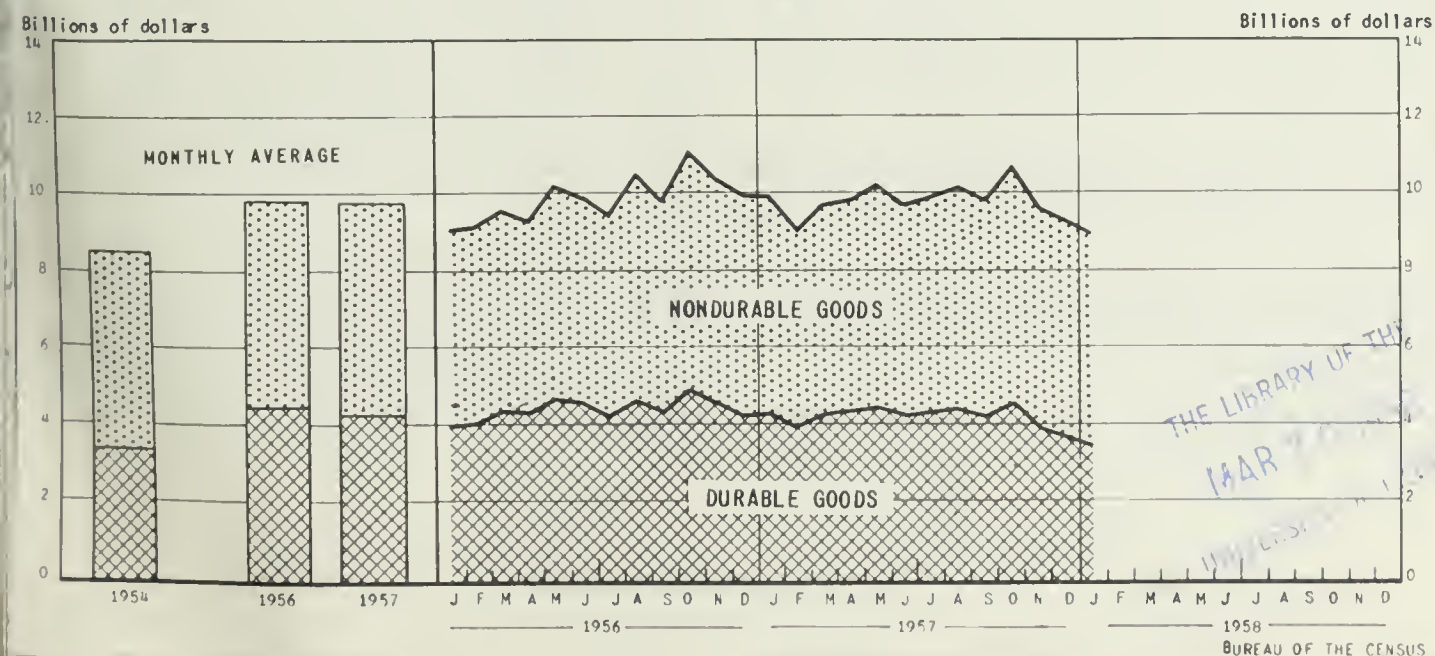
While January 31 inventories for most kinds of business showed little or no change from a month earlier, stocks of coal wholesalers were off 17 percent. Compared with a year ago, inventory changes of 10 percent or more were noted in 9 trades. Book, magazine, newspaper wholesalers reported the largest increase (16%), while piece goods converters, with stocks down 14 percent, showed the largest decline.

Changes from previous month inventory levels were limited to 2 percent or less in all geographic divisions except the East South Central, which reported stocks up 4 percent. Compared with a year ago, somewhat larger changes were noted.

General

This report includes monthly dollar volume estimates of sales of merchant wholesalers by kind of business from January 1957 through January 1958. These data are based on a probability sample representative of all merchant wholesalers in the country. A description of this sample and approximate measures of the reliability of the data are included on pages 2 and 5. Also included in this report are sales and inventory trends and stock-sales ratios by kind of business, for the United States as a whole and by geographic division.

SALES OF MERCHANT WHOLESALERS



DESCRIPTION OF SAMPLE, ESTIMATING PROCEDURE, AND RELIABILITY OF THE DATA

1. Scope of Survey

This survey is limited to merchant wholesalers, which constitute the major portion of the broad field of wholesale trade, and excludes other types of wholesale trade such as manufacturers sales branches and sales offices; petroleum bulk stations; agents and brokers and assemblers of farm products. All kinds of business in which merchant wholesalers operate are represented in this survey.

Merchant wholesalers are defined in the Standard Industrial Classification Manual issued by the Bureau of the Budget, Executive Office of the President, as "Establishments usually known as wholesalers, merchant wholesalers or jobbers, primarily engaged in buying, taking title to, and where customary, physically storing and handling goods and selling the goods at wholesale principally to retailers and industrial and commercial users. This group also includes industrial and distributors, exporters, and importers, cash-and-carry wholesalers; drop shippers, wagon distributors, etc. The establishments included in this group may perform operations on the goods incidental to the wholesale trading and delivery, such as installing equipment, and fixtures; and collecting and baling waste materials." Firms which, in addition to merchant wholesale establishments, operate other types of establishments, e.g., retail, manufacturing, etc., report in this survey only for their merchant wholesale establishments. A description of each kind-of-business classification shown in this report is included on pages 11 and 12.

2. Sample Design

Firms reporting in the survey are part of a probability sample representing merchant wholesalers in all kinds of business. The sample, which includes over 17,000 firms (about 26,000 establishments) is drawn from two sources: (1) 1954 Census of Business lists representing all wholesalers (with paid employees) in business in 1954 and (2) Bureau of Old Age and Survivors Insurance (BOASI) lists of wholesalers (with paid employees) entering business (or requesting new Employer Identification Numbers) since 1954. The sample is supplemented twice a year for new firms on the BOASI lists.

The reporting panel includes a fixed panel of about 1,400 very large firms reporting monthly and four rotating panels each containing about 3,900 smaller firms which report every fourth month. In any given month, the total reporting panel includes about 5,300 firms.

The number of firms selected in the sample for each kind of business varies from 150 to 650 firms, depending upon (a) the total number of firms in the trade, (b) the distribution of firms within the trade by sales size, and (c) whether geographic division trends are to be shown for the trade. In those kinds of business for which percentage changes are shown by geographic division, the sample chosen for the national estimates was increased by about 50 percent to provide wider representation by geographic division. In some of these trades, however, data are not shown separately for some geographic divisions because even this increase in the sample size will not provide reliable results in all geographic divisions.

3. Published Data

Sales.--This report includes monthly dollar volume estimates of sales by kind of business for the United States as a whole (Table 1) and sales trends (percent changes) derived from these estimates (Table 2). Sales trends are shown in Table 2 for some detailed kind of businesses for which estimates are not shown separately in Table 1. For these kinds of business (identified by * in Table 2) the trends are based only on the weighted sales of identical firms (i.e., firms reporting data for each of the months for which comparisons are made). Sales trends by geographic division are also shown for selected kinds of business (Table 3). In Table 3 the trends for geographic division are based on weighted sales of identical firms; however, sales trends at the United States level are derived from the dollar volume estimates shown in Table 1.

Sales include sales of merchandise and receipts from repairs or other services to customers after deducting returns and allowances, and discounts. Sales of merchandise for others on a commission basis are also included. Local and State sales taxes, and Federal excise taxes are included.

Inventories.--This report presents inventory trends by kind of business for the United States as a whole (Table 2) and by geographic division (Table 3). These inventory trends are based on the weighted inventories of identical firms (i.e., firm reporting data for each of the months compared).

Inventories represent stocks, at cost, of merchandise on hand for sale at the end of the month.

Stock-sales ratios.--These are presented by kind of business for the United States as a whole (Table 2) and by geographic division (Table 3). The stock-sales ratios are percentages derived by dividing weighted stocks, at cost, by weighted sales for only those firms reporting inventories in conjunction with sales in all three periods compared. Excluded from these ratios were all firms which report "zero" inventories (e.g., drop shippers). No adjustment is made in these calculations for the markup of sales, which varies from trade to trade. Stock-sales ratios for previous months shown in the current report may differ from those published in previous reports since the reporting panel varies.

4. Estimating Procedure

Each firm selected in the sample has an assigned weight which reflects its probability of selection in the sample. Large firms are selected with certainty, this having a weight of one (1). Other firms are sampled at varying rates, depending upon size, with smaller firms having a lower probability of selection and thus a larger weight.

For most firms reporting, data are available for each of three months (current, previous, and year ago). New firms reporting provide data for at least two months (current and previous). Sales and inventory figures reported for each firm are multiplied by its weight (the reciprocal of its probability of selection) and the results summarized to obtain the dollar volume estimates, percentage changes and stock-sales ratios shown in this report.

Volume estimates.--The summation of the weighted reports of sales for each monthly panel provides unbiased dollar volume estimates, by kind of business, for two months--the current month and the preceding month. However, the published estimate is a "composite" of two estimates (a) the unbiased estimate for the current month obtained from the summation of the current month reports and (b) a ratio estimate obtained by multiplying the "composite" estimate for the previous month by the ratio of the current month unbiased to previous month unbiased estimates obtained from the summation of the current reports. The unbiased estimate (a) receives a weight of .3 while the ratio estimate (b) receives a weight of .7. The resulting weighted average provides a "composite" estimate of the dollar volume of sales considerably more reliable than either of the two estimates taken alone. The estimates shown for January-June 1956 were not obtained in this manner. Since unbiased estimates were not available for this period from the new sample which was introduced in July 1956, monthly estimates prior to that date were calculated by dividing the "composite" estimates for January-June 1957 by the year-to-year ratio for each of these months obtained from weighted reports of identical firms.

Percentage changes.--Two types of percentage change figures are presented in this report, viz., (1) percentage changes derived from dollar volume estimates (2) percent changes based on the weighted data from identical firms (i.e., those reporting data for each of the months for which comparisons are made). The percentage changes based on identicals however, should not be regarded as an unbiased measure of percentage change. Since only those establishments reporting in both periods compared are included, the net change due to births and deaths is not reflected in the ratios shown.

5. Reliability of the Data

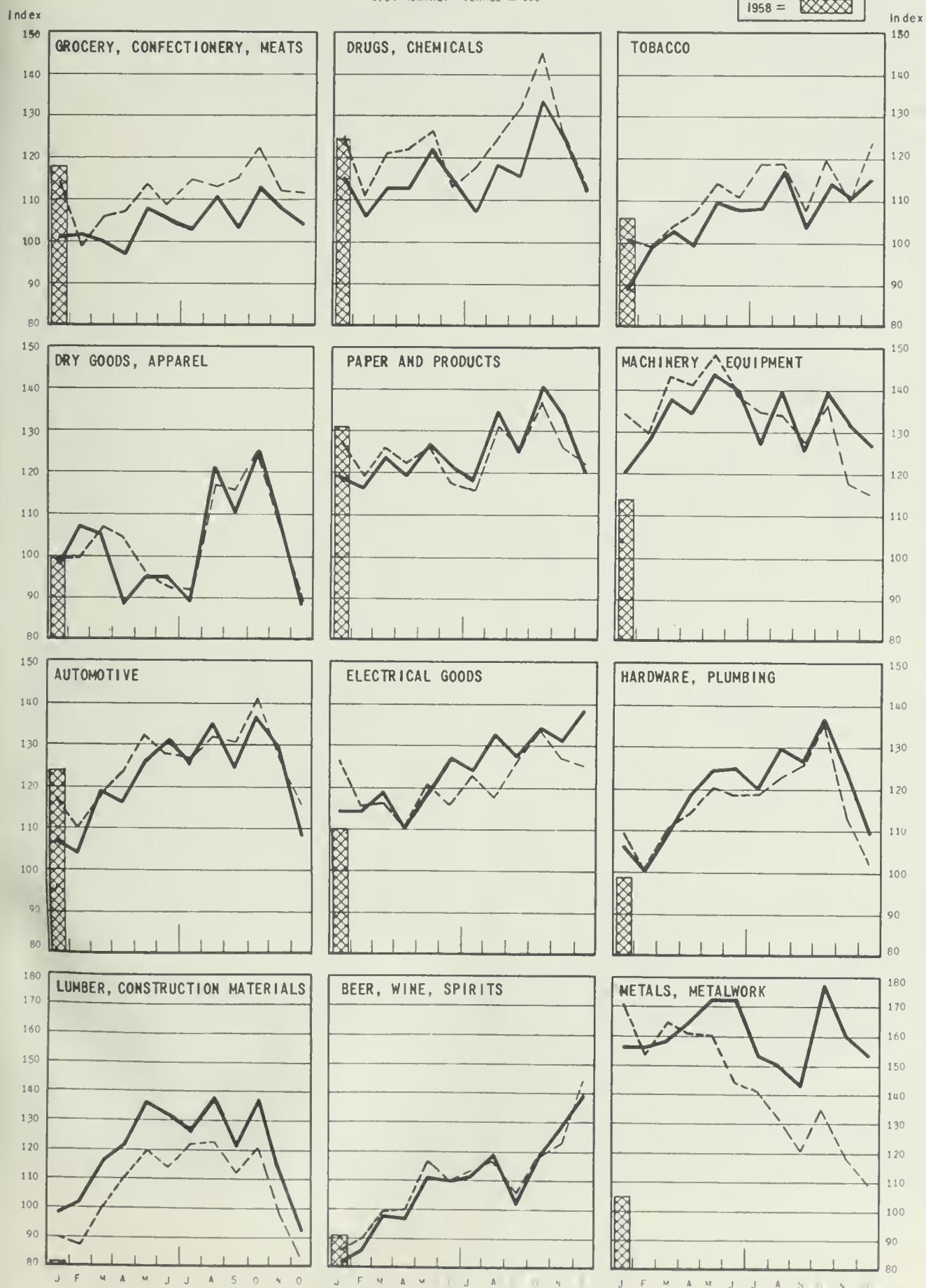
Estimates based on a sample are subject to sampling variability and thus are not expected to be in exact agreement with a complete census taken with the same enumeration procedures. For all trades combined, the sampling variability of the "composite" sales estimates for any individual month, is less than one percent at the one sigma level. That is to say, the chances are about two out of three that the estimated sales shown would differ by less than one percent from the results of a complete enumeration. The variability of estimates for kind-of-business groups and individual kinds of business is generally higher than for total merchant wholesale trade but for most trades the sampling variability is less than 5 percent at the one sigma level. Table 1A presents these sampling variabilities of the estimates for February, March, April and May 1957. Since these measures are also subject to sampling variability they should be regarded as giving a general rather than exact idea of the variability due to sampling. The sampling variability of the ratios based on weighted identicals has not been evaluated. However, where these ratios are based on a small number of reports (viz., trends by geographic division) the sampling variability is usually quite high.

These measures do not include biases that may arise from other nonsampling errors, such as failure of respondent to submit correct figures or to submit a report in time for tabulation. In preparing the dollar volume estimates, an estimate is included for those firms that fail to respond. To the extent that the estimates for these firms may differ from the actual figures, nonresponse affects the reliability of the dollar volume estimate. As a result, dollar volume estimates are not published separately in a few trades where the nonresponse rate was considered too high to provide reliable level estimates. Approximately 11 percent of the total sales in May 1957 were imputed for nonresponse.

SALES OF MERCHANT WHOLESALERS—KINDS OF BUSINESS
1956, 1957 AND 1958

1954 MONTHLY AVERAGE = 100

1956 = —
1957 = - - -
1958 = [cross-hatched]



BUREAU OF THE CENSUS

DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS

Table 1.--ESTIMATED MONTHLY SALES OF MERCHANT WHOLESALERS¹--UNITED STATES, BY KIND OF BUSINESS

1957 AND 1958

(Sales of millions of dollars)

Kind of business	1958	1957											
	Jan.	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
MERCHANT WHOLESALERS, TOTAL.....	8,972	9,945	9,097	9,744	9,834	10,168	9,610	9,916	10,197	9,814	10,713	9,590	9,916
DURABLE GOODS, TOTAL.....	3,493	4,278	3,981	4,292	4,314	4,450	4,243	4,267	4,329	4,222	4,511	3,907	3,907
Automotive wholesalers.....	412	389	366	392	408	428	424	421	439	434	467	418	418
Automotive equipment, tire-tube wholesalers...	350	321	298	319	334	352	359	363	377	373	406	359	359
Electrical, electronics, appliance distributors.	580	665	609	613	588	623	614	650	624	673	709	667	667
Electrical apparatus, supplies distributors...	260	301	291	293	297	308	315	325	307	332	341	311	311
Electrical appliances, TV, radio sets, electronic parts, distributors.....	319	364	318	320	291	315	299	325	317	341	368	356	356
Furniture, home furnishings wholesalers.....	168	189	189	205	212	200	193	185	210	216	245	223	223
Home furnishings, floor coverings wholesalers.	110	127	128	140	144	135	131	120	135	142	167	152	152
Hardware, plumbing-heating goods wholesalers....	362	398	365	405	420	443	435	436	452	463	499	415	415
Hardware wholesalers.....	165	184	173	191	196	205	196	192	197	201	215	177	177
Plumbing, heating equipment, supplies distributors.....	197	214	192	214	224	238	239	244	255	262	284	238	238
Lumber, construction materials distributors.....	444	496	476	551	609	659	628	667	675	613	666	538	538
Lumber, millwork wholesalers.....	242	295	259	307	330	343	329	343	342	307	331	269	269
Construction materials distributors.....	202	201	217	244	279	316	299	324	333	305	335	269	269
Machinery, equipment, supplies distributors.....	954	1,121	1,081	1,194	1,182	1,234	1,166	1,131	1,121	1,071	1,141	985	985
Industrial machinery, equipment, supplies distributors.....	442	590	547	593	540	560	512	509	512	490	548	455	455
Professional equipment, supplies distributors.	87	78	77	83	85	85	84	89	96	99	99	91	91
Service establishments supply houses.....	113	113	110	113	112	122	116	106	115	113	120	106	106
Metals, metalwork (except scrap) distributors...	295	478	430	459	452	448	404	396	368	339	378	331	331
Iron, steel and products distributors.....	200	317	287	312	317	311	275	272	252	230	257	217	217
Nonferrous metals distributors.....	94	161	143	147	135	137	129	124	116	108	121	114	114
Scrap, waste materials dealers.....	223	476	393	393	369	328	308	320	361	319	303	229	229
Iron, steel scrap dealers.....	119	325	266	263	236	199	193	208	232	212	192	132	132
Waste materials dealers.....	104	150	127	130	133	129	115	112	129	107	111	97	97
NONDURABLE GOODS, TOTAL.....	5,479	5,667	5,116	5,454	5,520	5,718	5,367	5,649	5,868	5,591	6,202	5,683	5,683
Grocery, confectionery, meat wholesalers.....	1,705	1,642	1,433	1,530	1,544	1,630	r1,565	1,660	1,630	r1,623	r1,755	r1,622	r1,622
General-line grocery wholesalers.....	729	707	627	655	676	698	r676	703	692	r701	r758	r679	r679
Specialty-line grocery wholesalers.....	606	611	521	566	557	591	r577	610	593	r589	r634	r607	r607
Confectionery wholesalers.....	56	52	49	53	50	52	49	50	51	55	61	58	58
Meat, meat products wholesalers.....	315	272	236	256	261	289	264	297	294	278	302	278	278
Farm products (edible) distributors.....	377	357	341	352	394	429	418	442	413	375	419	402	402
Poultry, poultry products distributors.....	142	121	106	109	124	127	116	129	142	138	163	166	166
Fresh fruit, vegetable wholesalers.....	235	236	235	243	270	302	302	313	271	237	256	236	236
Beer, wine, distilled spirits wholesalers.....	432	408	425	468	472	551	520	543	556	501	561	583	583
Beer, ale distributors.....	161	158	158	172	193	227	234	269	254	205	198	185	185
Wine, distilled spirits wholesalers.....	271	250	267	296	279	324	286	274	302	297	363	398	398
Drugs, chemicals, allied products wholesalers...	349	350	312	340	344	354	317	331	350	373	406	350	350
Drug wholesalers (general and specialty lines)	228	224	199	213	208	214	196	211	222	241	271	234	234
Industrial chemicals, explosives wholesalers..	100	103	92	102	108	110	93	90	99	103	107	92	92
Paint, varnish wholesalers.....	21	23	21	25	28	30	28	30	29	28	28	24	24
Tobacco distributors.....	284	271	266	280	285	307	297	319	319	288	320	295	295
Dry goods, apparel wholesalers.....	475	468	472	507	491	457	440	434	567	549	593	506	506
Clothing, furnishings, footwear wholesalers...	161	145	160	184	182	156	136	151	236	212	221	208	208
Dry goods wholesalers (general and specialty lines).....	192	192	183	194	190	187	193	186	220	223	240	190	190
Paper, allied products wholesalers.....	324	313	294	310	302	312	291	287	323	310	339	312	312
Paper wholesalers.....	287	268	252	265	258	271	250	250	279	267	290	265	265
Amusement, sporting goods wholesalers.....	84	74	83	96	99	101	104	111	119	125	129	126	126
Coal wholesalers.....	103	124	105	109	108	105	110	101	108	103	108	99	99

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¹ Merchant Wholesalers total and Group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding.

Table 1A.--SAMPLING VARIABILITY--MONTHLY ESTIMATES OF SALES OF MERCHANT WHOLESALERS, BY KIND OF BUSINESS

Kind of business	Sampling error of monthly dollar value of sales				Sampling error of the ratio of sales in two consecutive months	Kind of business	Sampling error of monthly dollar value of sales				Sampling error of the ratio of sales in two consecutive months		
	Feb. 1957	Mar. 1957	Apr. 1957	May 1957			March 1957 from February 1957	Feb. 1957	Mar. 1957	Apr. 1957		May 1957	March 1957 from February 1957
	(percent)						(percent)	(percent)				(percent)	
MERCHANT WHOLESALERS, TOTAL.....	0.6	0.7	0.4	0.5	0.5	NONDURABLE GOODS, TOTAL.....	0.9	0.8	0.7	0.9	0.7		
DURABLE GOODS, TOTAL.....	1.1	1.4	1.0	0.9	0.7	Grocery, confectionery, meat.....	2	2	1	2	2		
Automotive.....	3	3	3	3	2	General-line grocery.....	2	2	2	2	2		
Automotive equipment, tire-tube....	3	3	4	3	2	Specialty-line grocery.....	4	4	4	4	3		
Electrical, electronics, appliances..	2	2	2	2	1	Confectionery.....	4	3	3	3	2		
Electrical apparatus, supplies.....	2	2	2	3	2	Meat, meat products.....	4	5	4	4	3		
Electrical appliances, TV, radio sets, electronic parts.....	2	4	4	3	2	Farm products (edible).....	3	3	3	3	2		
Furniture, home furnishings.....	3	3	4	4	2	Poultry, poultry products.....	5	3	4	5	2		
Home furnishings, floor coverings..	4	4	4	4	2	Fresh fruit, vegetables.....	5	4	4	3	2		
Hardware, plumbing-heating goods.....	2	3	3	3	2	Beer, wine, distilled spirits.....	2	2	2	2	2		
Hardware.....	2	3	3	3	2	Beer, ale.....	4	3	4	3	2		
Plumbing, heating equipment, supplies.....	3	4	4	4	2	Wine, distilled spirits.....	3	3	3	2	2		
Lumber, construction materials.....	3	3	3	2	2	Drugs, chemicals, allied products...	2	2	2	2	1		
Lumber, millwork.....	5	6	6	5	3	Drugs (general and specialty lines)	2	2	2	2	2		
Construction materials.....	3	3	3	4	2	Industrial chemicals, explosives..	5	4	5	4	2		
Machinery, equipment, supplies.....	2	3	2	2	2	Paint, varnish.....	4	4	3	3	3		
Industrial machinery, equipment, supplies.....	3	5	4	4	3	Tobacco.....	2	3	2	2	1		
Professional equipment, supplies...	3	3	4	3	2	Dry goods, apparel.....	3	3	3	3	2		
Service establishment supply houses	5	3	4	4	3	Clothing, furnishings, footwear...	5	5	5	5	3		
Metals, metalwork (except scrap)....	2	3	3	3	3	Dry goods (general and specialty- lines).....	6	6	6	5	3		
Iron, steel and products.....	3	5	4	4	4	Paper, allied products.....	3	2	2	2	1		
Nonferrous metals.....	3	3	2	4	1	Paper.....	3	2	2	2	1		
Scrap, waste materials.....	2	2	3	3	2	Amusement, sporting goods.....	6	4	4	4	4		
Iron, steel scrap.....	3	3	4	4	3	Coal wholesalers.....	5	6	6	6	2		
Waste materials.....	4	4	6	6	3								

Note: The above table provides approximate measures of the sampling variability of the dollar volume estimates of sales and of the ratio between sales for the two consecutive months specified. The ratio between sales for two consecutive months generally has a smaller sampling error than the level estimates in those months. These sampling errors are themselves subject to sampling variability and thus should be regarded as giving a general rather than exact idea of the variability due to sampling. Differences from month to month may be due to this error in the estimates of sampling error. Differences may also result from seasonal or cyclical fluctuation in the sales of individual firms (see page 2, for statement on nonsampling errors).

The sampling errors shown above can be converted to a range by the following computation: Multiply the sampling error by the estimate (whether it is a dollar volume estimate or a ratio). Add and subtract the resulting product from the published estimate. The resulting range is expected to include the "expected value" (that is, the value which could be obtained from a complete enumeration) about two out of three times. Doubling the sampling error and repeating the above process will give a range which will include the "expected value" about 19 out of 20 times.

To illustrate the computation of these ranges for monthly dollar volume estimates, consider the estimate made for all durable goods in March 1957. The published estimate is \$4,292 million while the sampling error shown for this month is 1.4 percent (or .014). Multiplying \$4,292 million by .014, we obtain \$60 million. Thus, the chances are two out of three that the "expected value" of the estimate is between \$4,232 and \$4,352 million. Doubling the given sampling error gives us the limits, \$4,172 to \$4,412 million, which will contain the "expected value" 19 out of 20 times.

As an example of the use of these sampling error data with ratios, consider the ratio of change from February 1957 to March 1957 for all durable goods. This ratio of change, obtained by dividing \$4,292 million by \$3,981 million, is 1.08 (it can also be expressed as an 8% increase). The sampling error of this statistic is 0.7 percent (.007). Multiplying 1.08 by .007, we obtain .008 as the standard error of the ratio. There is a probability of two out of three that the "expected ratio" is contained in the range 1.07 to 1.09 while there is a probability of 19 out of 20 that the "expected ratio" is contained in the range 1.06 to 1.10.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS

JANUARY 1958

Kind of business	Sales*		Inventory, end-of-month (at cost)		Stock-sales ratios (percent)		
	Percent change, Jan. 1958 from--		Percent change, Jan. 1958 from--		January 1958	January 1957	December 1957
	January 1957	December 1957	January 1957	December 1957			
MERCHANT WHOLESALERS, TOTAL.....	-10	-4	0	-1	144	132	136
DURABLE GOODS, TOTAL.....	-18	-4	+1	0	201	167	193
Automotive wholesalers.....	+6	+7	-1	-1	209	205	240
Motor-vehicle distributors*.....	-5	+17	+4	0	152	136	164
Automotive equipment, tire-tube wholesalers.....	+9	+6	-1	-2	219	218	255
Electrical, electronics, appliance distributors.....	-13	-12	-2	-1	180	165	156
Electrical apparatus, supplies distributors.....	-14	-17	0	-2	184	160	146
Electrical appliances, TV, radio sets, electronic parts, distributors.....	-12	-9	-4	-1	175	169	167
Furniture, home furnishing wholesalers.....	-11	-19	+3	+4	223	201	174
Furniture wholesalers*.....	-10	-15	+2	+5	244	207	174
Home furnishings, floor coverings wholesalers.....	-13	-21	+3	+3	215	198	173
Hardware, Plumbing-heating goods wholesalers.....	-9	-3	-3	+3	247	237	230
Hardware wholesalers.....	-10	+1	-6	+5	256	255	247
Plumbing, heating equipment, supplies distributors.....	-8	-5	+1	0	238	219	215
Lumber, construction materials distributors.....	-10	-1	0	-1	136	127	139
Lumber, millwork wholesalers.....	-18	+4	-3	-1	147	132	157
Construction materials distributors.....	0	-6	+3	-1	124	122	122
Machinery, equipment, supplies distributors.....	-15	-1	+1	0	212	176	210
Air conditioning, commercial refrigeration equipment, distributors*.....	0	+3	+10	0	195	180	205
Commercial machines, equipment distributors*.....	+1	-6	+5	-3	214	197	212
Industrial machinery, equipment, supplies distributors.....	-25	-3	+5	-1	197	141	195
Professional equipment, supplies distributors.....	+12	-5	+7	+2	212	217	205
Surgical, medical, hospital supply houses*.....	+9	-9	+6	0	231	219	231
Service establishment supply houses.....	0	+7	+5	0	131	123	132
Metals, metalwork (except scrap) distributors.....	-38	-3	+11	-1	286	173	282
Iron, steel and products distributors.....	-37	+9	+13	-1	319	195	338
Nonferrous metals distributors.....	-42	-23	+1	-1	156	99	125
Scrap, waste materials dealers.....	-53	+5	-3	-4	72	34	76
Iron, steel scrap dealers.....	-63	-2	+4	-2	91	28	83
Waste materials dealers.....	-31	+16	-12	-8	58	43	69
Jewelry wholesalers*.....	-24	-46	-9	-2	276	287	149
NONDURABLE GOODS, TOTAL.....	-3	-3	0	-1	104	104	97
Grocery, confectionery, meat wholesalers.....	+4	+6	+2	+1	71	75	74
General-line grocery wholesalers ¹	+3	+12	+3	0	91	95	97
Voluntary groups*.....	+5	+5	-3	-1	82	88	86
Retailer-cooperative*.....	+6	+12	+10	-2	70	73	76
Nonaffiliated*.....	+7	+9	+4	+1	111	116	122
Specialty-line grocery wholesalers.....	-1	-2	-2	+3	63	68	61
Confectionery wholesalers.....	+8	-2	+15	-3	69	59	65
Meat, meat products wholesalers.....	+16	+8	+11	+5	21	19	22
Farm products (edible) distributors.....	+6	-9	-2	+2	23	25	21
Poultry, poultry products distributors.....	+17	-14	+2	-8	23	24	21
Fresh fruit, vegetable wholesalers.....	0	-6	-4	+7	24	26	20
Beer, wine, distilled spirits wholesalers.....	+6	-37	0	-4	131	132	85
Beer, ale distributors.....	+2	-23	-7	+4	65	71	48
Wine distilled spirits wholesalers.....	+8	-43	+3	-6	172	172	103
Drugs, chemicals, allied products wholesalers.....	0	+11	+5	0	144	138	156
Drug wholesalers (general and specialty lines).....	+2	+9	+6	0	158	156	172
Industrial chemicals, explosives wholesalers.....	+3	+18	+7	+1	96	84	101
Paint, varnish wholesalers.....	-9	+5	-2	+1	219	205	251
Tobacco distributors.....	+5	-14	+1	+1	65	67	55
Dry goods, apparel wholesalers.....	+1	+12	-7	+4	219	233	220
Clothing, furnishings, footwear wholesalers.....	+11	+8	-2	+9	238	252	220
Dry goods wholesalers (general and specialty lines).....	0	+12	-10	+3	215	228	218
Piece goods converters.....	-5	+18	-14	-6	188	208	223
Paper, allied products wholesalers.....	+4	+8	-1	+2	109	113	118
Paper wholesalers.....	+7	+11	0	+2	106	113	117
Stationery, wallpaper wholesalers*.....	-16	-12	-5	-1	134	120	124
Farm products (raw materials) merchants*.....	-14	-8	-6	-6	122	117	105
Other nondurable goods wholesalers.....	-8	-2	+6	-4	128	110	131
Amusement, sporting goods distributors.....	+14	-32	+8	-1	202	216	156
Book, magazine, newspaper wholesalers.....	+13	+6	+16	-2	110	110	118
Coal wholesalers.....	-17	+3	-1	-17	70	57	93
Farm supply wholesalers*.....	-11	+22	0	-1	161	133	185

* See text, page 2.

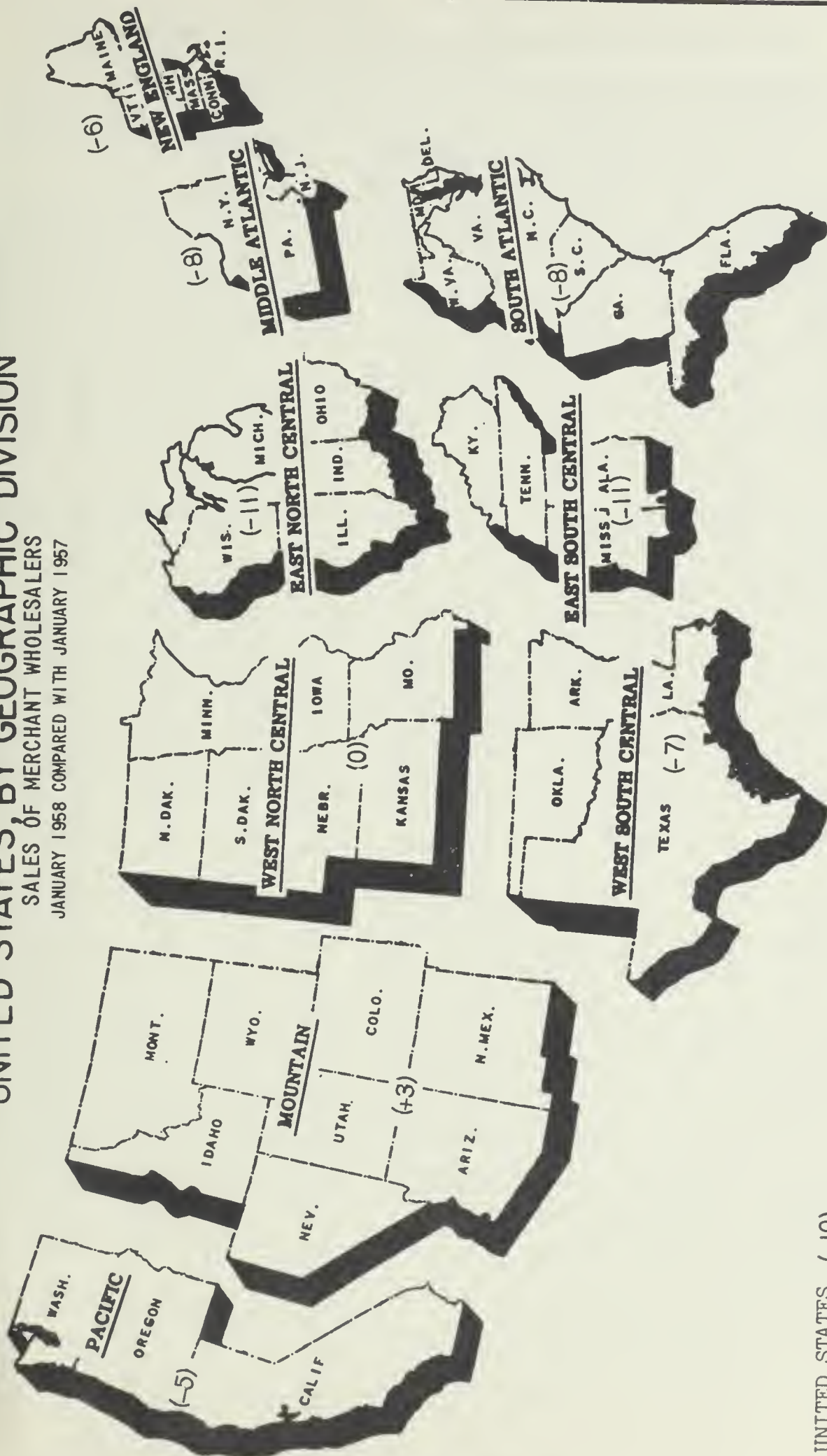
r Revised since Advance Release dated March 5, 1958.

¹ Percent change shown in Tables 2 and 3, December 1957 report, for General-line grocery wholesalers should be changed from 0 to +6 in column "Inventory, December 1957 from November 1957."

UNITED STATES, BY GEOGRAPHIC DIVISION

SALES OF MERCHANT WHOLESALERS

JANUARY 1958 COMPARED WITH JANUARY 1957



UNITED STATES (-10)

Table 3.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS
JANUARY 1958

Kind of business and geographic division (see map page 7)	Sales ¹		Inventory, end-of-month (at cost)		Stock-sales ratios (percent)		
	Percent change, Jan. 1958 from--		Percent change, Jan. 1958 from--		Jan. 1958	Jan. 1957	Dec. 1957
	Jan. 1957	Dec. 1957	Jan. 1957	Dec. 1957			
MERCHANT WHOLESALERS, TOTAL.....	-10	-4	0	-1	144	132	136
New England.....	-6	-7	-1	-1	145	130	138
Middle Atlantic.....	-8	-3	-2	-2	124	119	119
East North Central.....	-11	-6	+3	-2	140	119	131
West North Central.....	0	-6	-5	-1	149	149	139
South Atlantic.....	-8	-5	+4	+1	165	151	148
East South Central.....	-11	0	-2	+4	152	150	150
West South Central.....	-7	-8	+4	+1	177	161	171
Mountain.....	+3	-4	+7	0	152	147	147
Pacific.....	-5	-1	0	-2	138	134	139
Automotive equipment, tire-tube wholesalers.....	+9	+6	-1	-2	219	218	255
New England.....	(X)	+11	+1	+1	237	174	238
Middle Atlantic.....	+7	(X)	-1	+1	164	201	219
East North Central.....	-2	+3	+7	-4	174	159	193
West North Central.....	-3	+4	+12	+1	283	305	297
South Atlantic.....	-7	+9	+3	+5	251	201	276
East South Central.....	+3	+18	+2	+2	214	231	265
West South Central.....	+3	+18	-1	+2	229	236	270
Mountain.....	(X)	+9	(X)	+3	(X)	(X)	(X)
Pacific.....	-9	+8	+4	-2	252	253	309
Electrical apparatus, supplies distributors.....	-14	-17	0	-2	184	160	146
New England.....	-29	-48	+17	+5	308	183	136
Middle Atlantic.....	-8	-11	+8	0	163	145	137
East North Central.....	-10	-16	0	-5	166	146	133
West North Central.....	-25	-25	-14	-11	224	215	181
South Atlantic.....	-16	-23	-3	-2	185	153	142
East South Central.....	-20	-3	-4	-5	234	200	241
West South Central.....	-23	-14	-6	+2	257	215	180
Mountain.....	-13	-26	+8	-4	175	138	139
Pacific.....	-19	-17	+1	+2	163	143	129
Elect. appliances, TV, radio sets, electronic parts distributors.....	-12	-9	-4	-1	175	169	167
New England.....	-15	-27	(X)	+1	(X)	(X)	(X)
Middle Atlantic.....	-4	-14	-10	-1	156	177	156
East North Central.....	-11	-7	-9	-1	154	154	144
West North Central.....	-16	-11	+2	-4	163	148	174
South Atlantic.....	-21	-14	-2	+4	204	176	188
East South Central.....	-3	(X)	+4	+3	207	213	197
West South Central.....	+4	-3	(X)	(X)	(X)	(X)	(X)
Mountain.....	-6	-9	(X)	-7	213	196	209
Pacific.....	-11	-19	+3	+4	223	201	174
Furniture, home furnishings wholesalers.....	-18	-16	-3	+2	235	200	(X)
Middle Atlantic.....	-3	-19	+8	+5	197	175	153
East North Central.....	-2	-5	0	+6	210	196	174
West North Central.....	+7	-17	0	+3	256	252	172
South Atlantic.....	-7	-8	(X)	+2	(X)	(X)	(X)
East South Central.....	-13	+6	(X)	(X)	(X)	(X)	(X)
West South Central.....	-2	-7	+19	0	228	204	177
Mountain.....	-10	+1	-6	+5	256	255	241
Pacific.....	-6	-4	(X)	+14	171	168	131
Hardware wholesalers.....	-15	-1	+8	+1	239	185	220
New England.....	-15	-5	-7	+9	257	250	230
Middle Atlantic.....	+2	+12	-9	+10	265	296	270
East North Central.....	-8	+3	+3	-1	261	243	261
West North Central.....	-9	+2	-7	+11	236	231	231
South Atlantic.....	-2	+1	-5	+6	325	331	311
East South Central.....	-13	-29	-2	+3	383	340	261
West South Central.....	+2	+11	-9	+5	246	286	261
Mountain.....	-8	-5	+1	0	238	219	211
Pacific.....	(X)	+2	-3	-1	265	253	261
Plumbing, heating equipment, supplies distributors.....	-8	+1	-2	-8	191	187	171
New England.....	-8	-11	+6	+1	275	239	237
Middle Atlantic.....	+1	+2	-11	+1	263	257	251
East North Central.....	-8	0	0	+8	187	157	151
West North Central.....	(X)	-4	(X)	+1	(X)	(X)	(X)
South Atlantic.....	-4	-9	+1	0	349	325	321
East South Central.....	-9	-3	(X)	(X)	(X)	(X)	(X)
West South Central.....	0	-2	-3	+3	217	221	191
Mountain.....	-10	-1	0	-1	136	127	131
Pacific.....	+1	-9	+12	0	121	103	101
Lumber, construction materials distributors.....	-8	-3	-10	-4	169	170	171
New England.....	-10	-2	-2	0	151	134	151
Middle Atlantic.....	-2	+6	-4	-1	180	144	201
East North Central.....	-7	+1	-3	+2	182	176	181
West North Central.....	(X)	-2	-6	-6	114	120	111
South Atlantic.....	-15	+2	-4	0	82	78	81
East South Central.....							
West South Central.....							
Mountain.....							
Pacific.....							

See Page 10 for footnotes.

Table 3.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS--Continued

JANUARY 1958

Kind of business and geographic division (see map page 7)	Sales ¹		Inventory, end- of-month (at cost)		Stock-sales ratios (percent)		
	Percent change, Jan. 1958 from--		Percent change, Jan. 1958 from--		Jan. 1958	Jan. 1957	Dec. 1957
	Jan. 1957	Dec. 1957	Jan. 1957	Dec. 1957			
Industrial machinery, equipment supplies distributors.....	-25	-3	+5	-1	197	141	195
New England.....	-17	(X)	+2	+8	(X)	(X)	(X)
Middle Atlantic.....	(X)	+12	(X)	-4	124	101	182
East North Central.....	-36	-4	-5	-2	139	90	149
West North Central.....	-14	-9	(X)	-1	202	200	193
West South Central.....	-32	-15	+9	-1	244	157	212
Mountain.....	-3	-26	+29	-2	263	173	196
Pacific.....	-14	+14	-8	0	181	171	204
General-line grocery wholesalers ²	+3	+12	+3	0	91	95	97
New England.....	0	+7	+4	0	107	103	120
Middle Atlantic.....	+1	+7	+2	+3	97	98	99
East North Central.....	+10	+5	0	-4	77	82	79
West North Central.....	+7	+7	0	-3	86	91	92
South Atlantic.....	+8	+7	+9	+7	113	116	117
East South Central.....	+9	+7	+8	-3	90	108	101
West South Central.....	+10	+5	+1	-1	101	113	114
Mountain.....	+7	+24	-8	-1	102	120	129
Pacific.....	-2	+14	+25	-2	73	65	84
Specialty-line grocery wholesalers.....	-1	-2	-2	+3	63	68	61
Middle Atlantic.....	+1	-1	-6	-4	54	63	54
East North Central.....	+1	-2	-4	-4	66	79	69
West North Central.....	(X)	-14	+7	(X)	67	75	52
South Atlantic.....	(X)	+3	(X)	(X)	118	122	89
West South Central.....	(X)	-5	(X)	-5	(X)	(X)	(X)
Pacific.....	-10	-2	-5	+8	49	48	45
Fresh fruit, vegetable wholesalers.....	0	-6	-4	+7	24	26	20
New England.....	+4	-2	+1	+11	22	23	19
Middle Atlantic.....	0	-15	(X)	+10	14	16	13
East North Central.....	-7	-1	-1	+6	18	18	16
West North Central.....	(X)	-7	(X)	+6	(X)	(X)	(X)
South Atlantic.....	+2	-10	+21	(X)	28	22	17
West South Central.....	+18	-4	+26	+26	19	27	15
Mountain.....	+25	-2	(X)	+15	34	58	32
Pacific.....	-3	+1	-11	-14	26	29	25
Drug wholesalers (general and specialty lines).....	+2	+9	+6	0	158	156	172
New England.....	+2	+3	(X)	(X)	(X)	(X)	(X)
Middle Atlantic.....	+3	-5	+2	+1	153	145	169
East North Central.....	+2	+11	+7	0	148	137	165
West North Central.....	+7	+14	+2	-4	148	156	181
South Atlantic.....	+4	+11	+7	0	155	151	171
East South Central.....	+13	+6	(X)	+2	(X)	(X)	(X)
West South Central.....	+13	+8	+1	+5	165	183	160
Mountain.....	+7	+19	(X)	(X)	(X)	(X)	(X)
Pacific.....	+2	+12	+3	-4	148	146	168
Tobacco distributors.....	+5	-14	+1	+1	65	67	55
New England.....	+8	-14	+6	-1	70	67	59
Middle Atlantic.....	+8	-19	-8	-2	68	75	57
East North Central.....	+8	-13	+3	+2	59	62	52
West North Central.....	-2	-18	-4	-8	65	66	63
South Atlantic.....	+5	-9	+10	+11	65	68	48
West South Central.....	+10	-3	0	+7	57	52	44
Mountain.....	0	-11	(X)	+5	(X)	(X)	(X)
Pacific.....	(X)	-4	(X)	(X)	(X)	(X)	(X)
Dry goods, apparel wholesalers.....	+1	+12	-7	+4	219	233	220
New England.....	+7	(X)	-15	+3	119	158	243
Middle Atlantic.....	-3	+11	-9	+1	210	225	222
East North Central.....	(X)	-29	+11	+2	248	226	174
South Atlantic.....	-1	-1	(X)	+12	271	279	286
West South Central.....	+7	(X)	(X)	(X)	(X)	(X)	(X)
Pacific.....	+11	(X)	(X)	(X)	(X)	(X)	(X)

X Withheld due to extreme variation of reported data.

¹ See text, page 2.² Percent change shown in Tables 2 and 3, December 1957 report, for General-line grocery wholesalers should be changed from 0 to +6 in column "Inventory, December 1957 from November 1957."

All kinds of business in which merchant wholesalers operate are represented in this survey. The kinds of business shown in this report parallel broad classifications used in the 1954 Census of Business covering wholesale trade. Each establishment in this survey has been assigned a kind-of-business classification based upon its trade designation and an analysis of its sales by commodity lines as reported to the Bureau of the Census. A description of each kind-of-business classification in this report is given below.

DURABLE GOODS

Automotive wholesalers

Motor-vehicle distributors.--Merchant wholesale establishments primarily engaged in selling new and used passenger automobiles and similar motor vehicles, road-type trucks, truck-tractors, busses, trailers, and semitrailers to dealers or to fleet operators, industrial accounts, and to commercial users. Dealers in road-type trucks, truck-tractors, and truck-trailers are included here on the basis of kind-of-goods sold.

Automotive equipment, tire-tube wholesalers.--Merchant wholesale establishments--frequently referred to as jobbers in this trade--primarily engaged in selling automotive equipment, accessories, parts, tires, tubes and garage equipment and tools.

Electrical, electronics, appliance distributors

Electrical apparatus, supplies wholesalers.--Merchant wholesale establishments selling a general line of electrical goods such as electrical equipment and apparatus; wiring supplies and construction materials; lighting fixtures and lamps; radio and television sets and accessories; electric refrigerators and other electrical appliances and specialties; and electronic parts and equipment; and those primarily engaged in selling such electrical equipment and apparatus; wiring supplies and construction materials, and lighting fixtures and lamps, as conduits and fittings, interior wires and cables, wiring devices, safety switches, poles, crossarms, pole-line hardware, outside wires and cables, residential, commercial, and industrial lighting fixtures, and incandescent and fluorescent lamps. Establishments specializing in the sale of electrical prime movers and other electrical power equipment for the generation, transmission, or utilization of electric energy are also included.

Electrical appliances, TV, radio sets, electronic parts distributors.--Merchant wholesale establishments primarily engaged in selling such electrical appliances and specialties as radio and television sets, dish washers, electric refrigerators, electric ranges, washing machines, ironers, radio and television parts and accessories, home freezers, sewing machines, hot water heaters, electric irons, percolators, clocks, hotplates, vacuum cleaners, etc., and electronic tubes, electronic replacement parts and accessories, and transmission and sound equipment.

Furniture, home furnishings wholesalers

Furniture wholesalers.--Merchant wholesale establishments primarily engaged in selling home or office furniture--wooden, metal or other.

Home furnishings, floor coverings wholesalers.--Merchant wholesale establishments primarily engaged in selling household china, glassware, and earthenware; floor coverings (carpets, rugs, linoleums, etc.); antique home furnishings; and miscellaneous home furnishings such as brooms, brushes, curtains, draperies, pictures and picture frames, window shades, kitchen utensils, phonograph records, and musical instruments.

Hardware, plumbing, heating goods wholesalers

Hardware wholesalers.--Merchant wholesale establishments selling a general line of merchandise sufficiently broad to service retail hardware stores and the hardware departments of other outlets--general-line hardware wholesalers; and establishments primarily engaged in selling builders hardware, heavy hardware, shelf or light hardware, and hardware specialties such as tools, cutlery, bolts, nuts, rivets, screws, padlocks, keys, and the like--specialty-line hardware wholesalers.

Plumbing, heating equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling plumbing and heating equipment and supplies such as plumbing fixtures, including sanitary ware; steam and hot water heating boilers, radiators, parts, and fittings; stoves, ranges, furnaces, and other types of heating apparatus (except electric); oil burners; gas appliances and supplies; plumbing pipe, valves, and fittings; and plumbers brass goods.

Lumber, construction materials distributors

Lumber, millwork wholesalers.--Merchant wholesale establishments primarily engaged in selling lumber and millwork such as rough, dressed, and finished lumber; sheathing, siding, flooring, shingles, plywood, veneers, doors, sashes, frames, interior woodwork and trim.

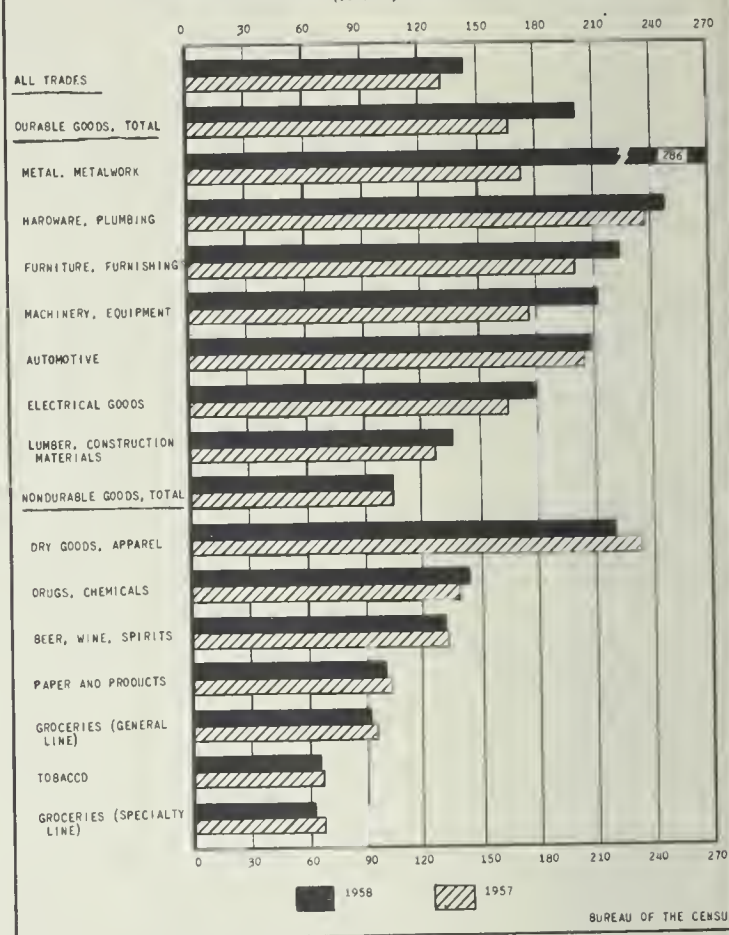
Construction materials distributors.--Merchant wholesale establishments primarily engaged in selling such construction materials as brick, tile, and terra cotta; cement, lime, and plaster; building glass; sand, gravel, and crushed stone, ready-mixed concrete; roofing, siding and insulation; and stone, slate, concrete products, and building board.

Machinery, equipment, supplies distributors

Air conditioning, commercial refrigeration equipment distributors.--Merchant wholesale establishments primarily engaged in selling commercial refrigeration equipment (including electric) such as refrigerators, display cases, freezers, dispensers, water coolers, food locker equipment; and those selling air conditioning and ventilating equipment and supplies, including fans, blowers, and accessories. Establishments specializing in the sale of commercial refrigeration components and accessories are also included in this classification.

Commercial machines, equipment distributors.--Merchant wholesale establishments primarily engaged in selling office machines and equipment (except furniture) such as adding machines, typewriters, addressing, duplicating, sealing, computing, stapling, accounting, and statistical machines; restaurant and hotel equipment such as coffee urns, steam tables, china, glassware, silverware, linens, and related items; store machine and fixtures such as display fixtures, show racks, pricing equipment, cash registers, scales, meat slicers and grinders, coffee grinders, etc.; and such related equipment as florists' supplies, theater supplies and equipment, and parking meters. Establishments primarily engaged in selling to users are included, as well as those selling to dealers.

STOCKS--SALES RATIOS OF MERCHANT WHOLESALERS IN SELECTED KINDS OF BUSINESS: JANUARY 1958 COMPARED WITH JANUARY 1957
(Percent)



BUREAU OF THE CENSUS

Machinery, equipment, supplies distributors--continued

Industrial machinery, equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling machinery, equipment, and supplies to manufacturing and mining concerns. Included here are establishments selling industrial machinery; industrial belting, hose, and packing; machine tools, mine and mill supplies; oil well and oil refining supplies; printing machinery and supplies; industrial rope, cordage, and twine; industrial materials, handling equipment; power transmission equipment; and machinery and equipment for such industries as food products, woodworking, shoe manufacturing, tanning, textile, and paper and pulp.

Professional equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling dental supplies (chairs, sterilizers, cabinets, instruments, dental gold and alloys, waxes, teeth, and the like); religious supplies (church goods and religious articles such as statuary, vestments, fonts, candles, religious pictures, calendars, literature, etc.); school equipment and supplies (desks, blackboards, chalk, rulers, wall and globe maps, etc.); optical goods; surgical, medical, hospital supplies, and equipment; artists supplies; engineering instruments and supplies; and supplies for other professions.

Surgical, medical, hospital supply houses.--Merchant wholesale establishments primarily engaged in selling surgical and medical instruments; doctors apparatus and equipment; orthopedic appliances; artificial limbs; operating room and other hospital equipment; X-ray machines and accessories and other scientific instruments used by physicians and in hospitals.

Service establishment, supply houses.--Merchant wholesale establishments primarily engaged in selling barber and beauty supplies; laundry, dry cleaning equipment, supplies (washing, drying, ironing, and pressing machines; laundry soaps and chemicals; dry cleaning fluids, marking equipment, etc.); shoe service supplies and equipment; undertakers supplies (caskets, burial vaults, burial garments, embalming chemicals and preparations, and other morticians and funeral equipment); upholsterers supplies (fabrics, leather and fillings, and other types of supplies used in the upholstery trade); and miscellaneous service equipment, such as janitors' supplies, furriers' supplies, bootblack's supplies, and hat cleaners' supplies.

Other machinery, equipment supplies distributors (not shown separately in accompanying table).--Merchant wholesale establishments primarily engaged in selling (a) transportation equipment such as aircraft and aeronautical equipment, supplies; railroad equipment, supplies; marine equipment, supplies; and other transportation equipment and supplies; (b) construction machinery, equipment such as road building machinery, excavating and dredging machinery, derricks, cranes, hoists, and winches; and related construction equipment as pneumatic hammers, concrete construction clamps and forms, scaffolding, chutes, and wheelbarrows--but not construction materials, and (c) farm-garden machinery, equipment (including tractors) used in the preparation and maintenance of the soil, the planting and harvesting of crops, and other operations and processes pertaining to agriculture; dairy machinery and equipment, such as milking machines and cream separators; poultry equipment, such as incubators, brooders, and feeders and irrigation equipment.

Metals, metalwork (except scrap) distributors

Iron, steel, and products distributors.--Merchant wholesale establishments usually referred to as steel warehouses--primarily engaged in selling iron and steel products such as semifinished forms and shapes, plates, sheets, strips, bars, structural shapes, piling, nails, tubular products, wire products, forgings and castings. Steel warehouses of firms operating steelworks and rolling mills are also included here.

Nonferrous metals distributors.--Merchant wholesale establishments primarily engaged in selling nonferrous metals and metalwork such as aluminum, copper, tin, brass, lead, and zinc.

Scrap, waste materials dealers

Iron, steel scrap dealers.--Merchant wholesale establishments primarily engaged in assembling, breaking up, sorting, and selling all forms of iron and steel scrap.

Waste materials dealers.--Merchant wholesale establishments primarily engaged in assembling, sorting, and selling such waste materials as nonferrous scrap metals, waste paper, rags, wiping cloths, textile wastes, scrap rubber, and other waste and salvage materials. Scrap iron and steel may be handled as secondary lines.

Jewelry wholesalers

Jewelry wholesalers.--Merchant wholesale establishments primarily engaged in selling a general-or specialty-line of jewelry such as clocks and watches; precious stones and metals; watch materials, jewelers supplies; costume jewelry; and miscellaneous items such as silverware, plated ware, medals, trophies, semi-precious stones, and insignia.

NONDURABLE GOODSGrocery, confectionery, meat wholesalers

General-line grocery wholesalers.--Merchant wholesale establishments handling a general line of dry groceries and processed foods usually sold in retail grocery stores, such as canned foods, flour, sugar, coffee, tea and spices, as well as such nonfood items as household chemicals, soaps and detergents, paper products, brooms, brushes, etc. Voluntary group wholesalers, retailer-cooperative warehouses, and cash-and-carry depots are included, as well as nonaffiliated general-line grocery wholesalers.

Specialty-line grocery wholesalers.--This classification includes two general types of merchant wholesale establishments: Those handling a combination of grocery items, no one item predominating, but not a sufficiently broad line of commodities to be classified as "general line"; and those primarily engaged in selling specialized lines of groceries and related products, such as canned foods; coffee, tea, and spices; dairy products; dried fruits and nuts; frosted and frozen foods; fish and seafood; bakery products; packaged breakfast cereals; flour; cooking oils and shortening; and soft drinks.

Confectionery wholesalers.--Merchant wholesale establishments primarily engaged in selling candy, chewing gum, popcorn, potato chips, salted nuts, fountain fruits and syrups, and related items. Cigars, cigarettes, and other products are also frequently handled as secondary lines.

Meat, meat products wholesalers.--Merchant wholesale establishments primarily engaged in selling fresh, frozen, cured or processed (but not canned) meats, and other edible meat products. Secondary lines such as butter, cheese, eggs, dressed poultry, vegetable shortening, and canned meats are frequently handled.

Farm products (edible) distributors

Poultry, poultry products distributors.--Merchant wholesale establishments primarily engaged in selling live dressed poultry, eggs, and related products. Establishments primarily engaged in dressing poultry are considered manufacturers.

Fresh fruit, vegetable wholesalers.--Merchant wholesale establishments primarily engaged in selling fresh fruits, vegetables, berries, melons, and related items.

Beer, wine, distilled spirits wholesalers

Beer, ale distributors.--Merchant wholesale establishments primarily engaged in selling beer, ale, porter, stout and other fermented malt liquors. Soft drinks, confectionery, tobacco, wines, and spirits are frequently handled as secondary lines.

Wine, distilled spirits wholesalers.--Merchant wholesale establishments primarily engaged in selling wines, whiskey, gin, rum, brandy, and other spirits, including neutral spirits and ethyl alcohol used in blending. Merchants who bottle and sell wines and distilled spirits manufactured in bulk by others, liquor departments of drug wholesalers, and State-operated wholesale outlets are included. State depots primarily engaged in supplying State liquor stores, however, are not included in wholesale trade.

Drugs, chemicals, allied products wholesalers

Drug wholesalers (general and specialty lines)

General-line drug wholesalers (not shown separately).--Merchant wholesale establishments engaged in selling a full line of drugs, pharmaceuticals, proprietary medicines, druggists rubber goods, cosmetics, toiletries, drug sundries, and related merchandise. Cooperatives and voluntary group wholesalers handling a full line of drugs are also included in this classification. Liquor departments of drug wholesalers, however, are included with "wines and distilled spirits wholesalers."

Specialty-line drug wholesalers (not shown separately).--Merchant wholesale establishments primarily engaged in selling proprietary medicines, toilet preparations, and articles such as drugs, perfumes, cosmetics, powders, shaving preparations, toilet soap, dentifrices, combs, brushes, mirrors, medical glass, bandages, rubber goods, and antiseptics.

Drugs, chemicals, allied products wholesalers--Continued

Industrial chemicals, explosives wholesalers.--Merchant wholesale establishments primarily engaged in selling such industrial and heavy chemicals as coal-tar chemicals, plastics, compressed and liquefied gases (except LP gas), acids, ammonia, soda, industrial alcohols, explosives, dyestuffs, naval stores, etc. Concerns primarily engaged in selling pyrotechnics and ammunition for small arms are included in "Amusement and sporting goods wholesalers."

Paint, varnish wholesalers.--Merchant wholesale establishments primarily engaged in selling paints, varnishes, lacquers, enamels, calcimines, shellac, and stains. Glass, wallpaper, painters supplies, oils, chemicals, and related products are frequently handled as secondary lines.

Tobacco distributors

Tobacco distributors.--Merchant wholesale establishments primarily engaged in selling manufactured tobacco products such as cigars, cigarettes, chewing and smoking tobacco, and snuff. Confectionery, smokers articles, razor blades, playing cards, etc., are frequently handled as secondary lines.

Dry goods, apparel wholesalers

Clothing, furnishings, footwear wholesalers.--Merchant wholesale establishments primarily engaged in selling men's, boys' clothing, and furnishings (including suits, coats, overcoats, work clothing, hats and caps, shirts, ties, and underwear); women's, children's clothing, furnishings, and accessories (including suits, dresses, and skirts); furs and fur clothing; millinery, millinery supplies; shoes and other footwear; work clothing; and related lines.

Dry goods wholesalers (general and specialty lines)

General-line dry goods wholesalers (not shown separately).--Merchant wholesale establishments engaged in selling a diversified combination of lines usually sold in retail dry goods and general merchandise stores, including piece goods, home furnishings, work clothing, dresses, infants' wear, notions, and hosiery. Men's and women's clothing, furnishings, and millinery frequently constitute secondary lines.

Specialty-line dry goods wholesalers (not shown separately).--Merchant wholesale establishments primarily engaged in selling hosiery, underwear, piece goods, knit and lace goods, fancy linen and needlework and notions (thread, tapes, needles, pins, buttons, hair accessories, zippers, and shoe laces).

Piece goods converters.--Merchant wholesale establishments which purchase textiles in the gray or unfinished form, have them dyed and/or finished by others, usually on a contract basis, and sell to the cutting-up trade, garment makers, wholesalers, or retailers. Converters operating bleaching, dyeing, and finishing plants are not considered as merchant wholesalers.

Paper, allied products wholesalers

Paper wholesalers.--Merchant wholesale establishments primarily engaged in selling wrapping paper and other coarse paper; fine paper (writing papers, reproduction paper stock, cover, text, thin, and other fine papers); newsprint and book paper; paperboard; and converted paper products such as bags, boxes, cups, dishes, towels, napkins, tissues, and bottle caps.

Stationery, wallpaper wholesalers.--Merchant wholesale establishments primarily engaged in selling commercial and social stationery, including envelopes, typewriter and mimeograph paper in cut sizes, file cards and folders; and office supplies such as pens, pencils, writing inks, carbon paper, paper clips, typewriter ribbons, greeting cards, and erasers; and embossed and printed wallpaper for use in covering or decorating interior walls and ceilings.

Farm products (raw materials) merchants

Farm products (raw materials) merchants.--Merchant wholesale establishments primarily engaged in selling cotton, grain, hides, skins, raw furs, livestock, leaf tobacco, wool, mohair, horses and mules, and other inedible products such as broomcorn, moss, hair, feathers, bristles, and fibers. This classification includes merchants (including terminal elevators) primarily engaged in selling raw farm products in marketing centers. Dealers buying such products direct from farmers and assembling them at local production points are classified as "assemblers" and not included here.

Other nondurable goods wholesalers

Amusement, sporting goods distributors.--Merchant wholesale establishments primarily engaged in selling cameras and photographic goods (cameras, parts, and accessories, projection apparatus, enlargers, developing and printing room apparatus and accessories, sensitized unexposed photographic supplies and equipment); sporting goods (toys, games, novelties, fireworks, bicycles, sporting goods, and athletic goods); and other recreation goods such as playground equipment, billiard and bowling equipment and supplies; and hobby goods.

Book, magazine, newspaper wholesalers.--Merchant wholesale establishments primarily engaged in selling books, magazines, periodicals, newspapers, and related items.

Coal wholesalers.--Merchant wholesale establishments primarily engaged in selling bituminous coal, anthracite coal, and coke. This includes firms with coal yards as well as those selling goods shipped directly from mine to customer.

Farm supplies wholesalers.--Merchant wholesale establishments primarily engaged in selling mixed and other feeds; fertilizers, fertilizer materials, and agricultural chemicals; seeds (farm, garden, and flower); and miscellaneous farm supplies such as hay, straw, and alfalfa.

Merchant wholesalers, n.e.c.--(Not shown separately in the accompanying table.) Merchant wholesale establishments primarily engaged in selling petroleum products, cut flowers and potted plants; forest products except lumber; inedible oils and fats; textiles and materials other than dry goods; industrial yarns; crude rubber; ores; sponges; artificial leather; wood pulp; artificial flowers; and products not elsewhere classified; and establishments handling a line of merchandise too broad to be included in any of the classifications outlined above.

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**MONTHLY
WHOLESALE TRADE
REPORT**

Ref.
U. S. DEPARTMENT OF COMMERCE
Sinclair Weeks, Secretary
BUREAU OF THE CENSUS
Robert W. Burgess, Director

FEBRUARY 1958

FOR RELEASE
APRIL 8, 1958

SALES AND INVENTORIES

Sales

February 1958 sales of merchant wholesalers were estimated at \$8.2 billion, a decrease of 9 percent from January 1958 and a 10 percent decline from February sales a year ago. Cumulative sales for the first two months of 1958 were down 10 percent below the comparable period of 1957. Durable goods trades and nondurable goods trades indicated similar declines (9%) from their January levels. However, durable goods trades reflected much sharper declines from a year ago than the nondurable goods trades.

Only six trades reported increases (4 percent or less) over previous month sales. All others reported declines, led by construction materials distributors with a drop in sales of 23 percent. Compared with a year ago, iron and steel scrap dealers, off 59 percent, again reported the largest decrease from year-ago sales. Other large declines (20 percent or more) were shown for distributors of waste materials; industrial machinery, equipment; construction materials; and lumber, millwork. Most increases over year-ago sales were noted in the nondurable goods trades such as groceries, confectionery, meats; edible farm products; wines, distilled spirits; drugs; amusements, sporting goods; and books, magazines and newspapers. Among the durable goods trades, increases were noted in only two trades--automotive equipment supplies and professional equipment supplies--each showing a gain of 9 percent over last February.

While sales in the Mountain Division showed no changes from a month earlier, all other geographic divisions reported declines of 4 to 14 percent. All divisions reported sales down from last year, with

the East North Central and West South Central each reporting the largest drop (13%).

Inventories

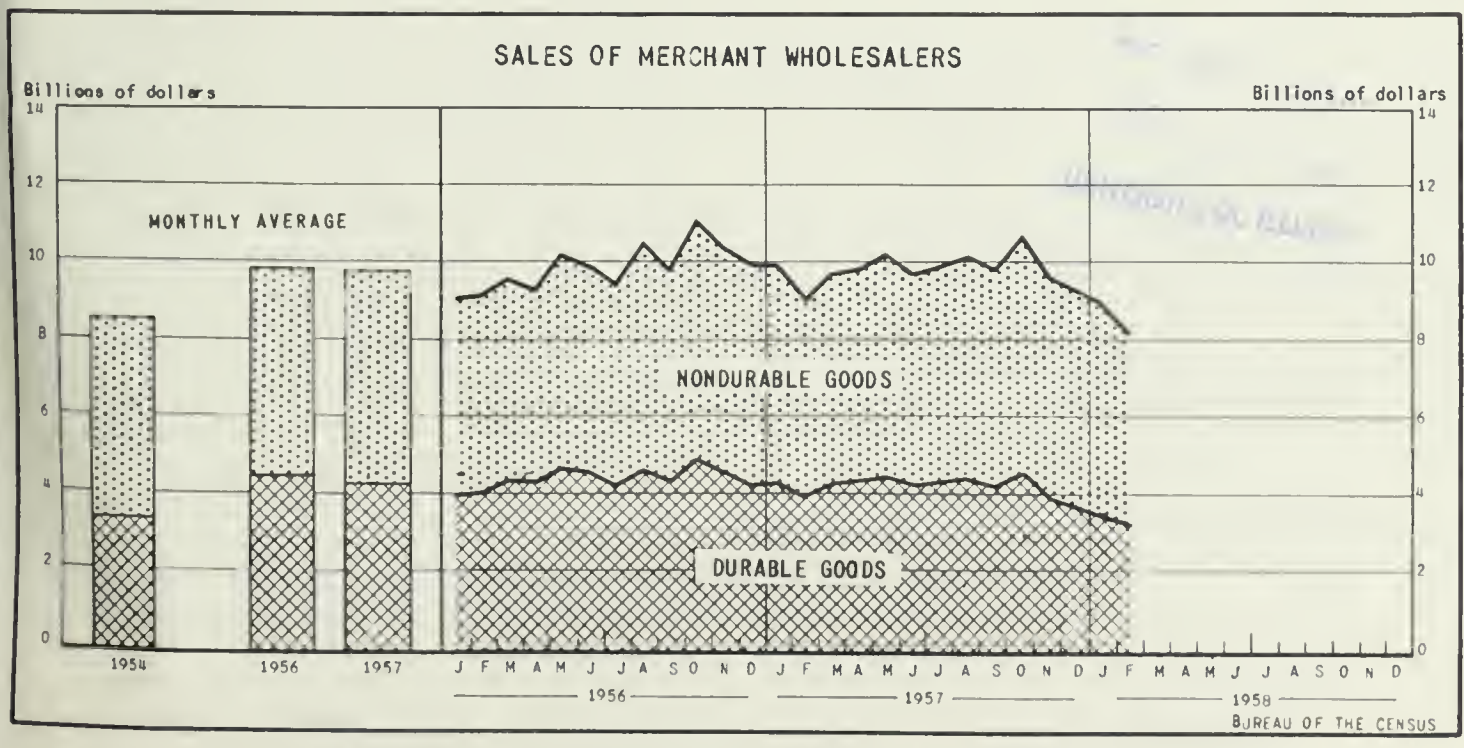
Inventories of wholesalers at the end of February were down slightly (1%) from a month earlier as well as from the year-ago level. Durable goods stocks were reduced slightly during the month and were 4 percent below a year ago. Nondurable goods inventories declined 2 percent below their January 31 level but were up 2 percent over year-ago inventories.

The February 1958 stock-sales ratio for all merchant wholesalers was 155 percent, up 11 points over the January ratio and 13 points above the ratio for February 1957. The February stock-sales ratio of durable goods wholesalers was 225 percent compared with the nondurable goods trades ratio of 109 percent.

By geographic division, changes from January 1958 inventory levels were 2 percent or less in all but the Pacific Division (-5%). Compared with last year, inventory changes were somewhat larger ranging from an increase of 3 percent to a decline of 6 percent.

General

This report includes monthly dollar volume estimates of sales of merchant wholesalers by kind of business from January 1957 through February 1958. These data are based on a probability sample representative of all merchant wholesalers in the country. A description of this sample and approximate measures of the reliability of the data are included on pages 2 and 5. Also included in this report are sales and inventory trends and stock-sales ratios by kind of business, for the United States as a whole and by geographic division.



DESCRIPTION OF SAMPLE, ESTIMATING PROCEDURE, AND RELIABILITY OF THE DATA

1. Scope of Survey

This survey is limited to merchant wholesalers, which constitute the major portion of the broad field of wholesale trade, and excludes other types of wholesale trade such as manufacturers sales branches and sales offices; petroleum bulk stations; agents and brokers and assemblers of farm products. All kinds of business in which merchant wholesalers operate are represented in this survey.

Merchant wholesalers are defined in the Standard Industrial Classification Manual issued by the Bureau of the Budget, Executive Office of the President, as "Establishments usually known as wholesalers, merchant wholesalers or jobbers, primarily engaged in buying, taking title to, and where customary, physically storing and handling goods and selling the goods at wholesale principally to retailers and industrial and commercial users. This group also includes industrial and distributors, exporters, and importers, cash-and-carry wholesalers; drop shippers, wagon distributors, etc. The establishments included in this group may perform operations on the goods incidental to the wholesale trading and delivery, such as installing equipment, and fixtures; and collecting and baling waste materials." Firms which, in addition to merchant wholesale establishments, operate other types of establishments, e.g., retail, manufacturing, etc., report in this survey only for their merchant wholesale establishments. A description of each kind-of-business classification shown in this report is included on pages 11 and 12.

2. Sample Design

Firms reporting in the survey are part of a probability sample representing merchant wholesalers in all kinds of business. The sample, which includes over 17,000 firms (about 26,000 establishments) is drawn from two sources: (1) 1954 Census of Business lists representing all wholesalers (with paid employees) in business in 1954 and (2) Bureau of Old Age and Survivors Insurance (BOASI) lists of wholesalers (with paid employees) entering business (or requesting new Employer Identification Numbers) since 1954. The sample is supplemented twice a year for new firms on the BOASI lists.

The reporting panel includes a fixed panel of about 1,400 very large firms reporting monthly and four rotating panels each containing about 3,900 smaller firms which report every fourth month. In any given month, the total reporting panel includes about 5,300 firms.

The number of firms selected in the sample for each kind of business varies from 150 to 650 firms, depending upon (a) the total number of firms in the trade, (b) the distribution of firms within the trade by sales size, and (c) whether geographic division trends are to be shown for the trade. In those kinds of business for which percentage changes are shown by geographic division, the sample chosen for the national estimates was increased by about 50 percent to provide wider representation by geographic division. In some of these trades, however, data are not shown separately for some geographic divisions because even this increase in the sample size will not provide reliable results in all geographic divisions.

3. Published Data

Sales.--This report includes monthly dollar volume estimates of sales by kind of business for the United States as a whole (Table 1) and sales trends (percent changes) derived from these estimates (Table 2). Sales trends are shown in Table 2 for some detailed kind of businesses for which estimates are not shown separately in Table 1. For these kinds of business (identified by * in Table 2) the trends are based only on the weighted sales of identical firms (i.e., firms reporting data for each of the months for which comparisons are made). Sales trends by geographic division are also shown for selected kinds of business (Table 3). In Table 3 the trends for geographic division are based on weighted sales of identical firms; however, sales trends at the United States level are derived from the dollar volume estimates shown in Table 1.

Sales include sales of merchandise and receipts from repairs or other services to customers after deducting returns and allowances, and discounts. Sales of merchandise for others on a commission basis are also included. Local and State sales taxes, and Federal excise taxes are included.

Inventories.--This report presents inventory trends by kind of business for the United States as a whole (Table 2) and by geographic division (Table 3). These inventory trends are based on the weighted inventories of identical firms (i.e., firm reporting data for each of the months compared).

Inventories represent stocks, at cost, of merchandise on hand for sale at the end of the month.

Stock-sales ratios.--These are presented by kind of business for the United States as a whole (Table 2) and by geographic division (Table 3). The stock-sales ratios are percentages derived by dividing weighted stocks, at cost, by weighted sales for only those firms reporting inventories in conjunction with sales in all three periods compared. Excluded from these ratios were all firms which report "zero" inventory (e.g., drop shippers). No adjustment is made in these calculations for the markup of sales, which varies from trade to trade. Stock-sales ratios for previous months shown in the current report may differ from those published in previous reports since the reporting panel varies.

4. Estimating Procedure

Each firm selected in the sample has an assigned weight which reflects its probability of selection in the sample. Large firms selected with certainty, this having a weight of one (1). Other firms are sampled at varying rates, depending upon size, with smaller firms having a lower probability of selection and thus a larger weight.

For most firms reporting, data are available for each of the months (current, previous, and year ago). New firms reporting provide data for at least two months (current and previous). Sales and inventory figures reported for each firm are multiplied by its weight (reciprocal of its probability of selection) and the results summed to obtain the dollar volume estimates, percentage changes and stock-sales ratios shown in this report.

Volume estimates.--The summation of the weighted reports of sales for each monthly panel provides unbiased dollar volume estimates by kind of business, for two months--the current month and the previous month. However, the published estimate is a "composite" of two estimates (a) the unbiased estimate for the current month obtained from summation of the current month reports and (b) a ratio estimate obtained by multiplying the "composite" estimate for the previous month by ratio of the current month unbiased to previous month unbiased estimates obtained from the summation of the current reports. The unbiased estimate (a) receives a weight of .3 while the ratio estimate (b) receives a weight of .7. The resulting weighted average provides a "composite" estimate of the dollar volume of sales considerably more reliable than either of the two estimates taken alone. The estimates shown for January-June 1956 were not obtained in this manner. Unbiased estimates were not available for this period from the sample which was introduced in July 1956, monthly estimates prior to that date were calculated by dividing the "composite" estimates for January-June 1957 by the year-to-year ratio for each of these months obtained from weighted reports of identical firms.

Percentage changes.--Two types of percentage change figures are presented in this report, viz., (1) percentage changes derived from dollar volume estimates (2) percent changes based on the weighted sales of identical firms (i.e., those reporting data for each of the months for which comparisons are made). The percentage changes based on identical firms, however, should not be regarded as an unbiased measure of percentage change. Since only those establishments reporting in the periods compared are included, the net change due to births and deaths is not reflected in the ratios shown.

5. Reliability of the Data

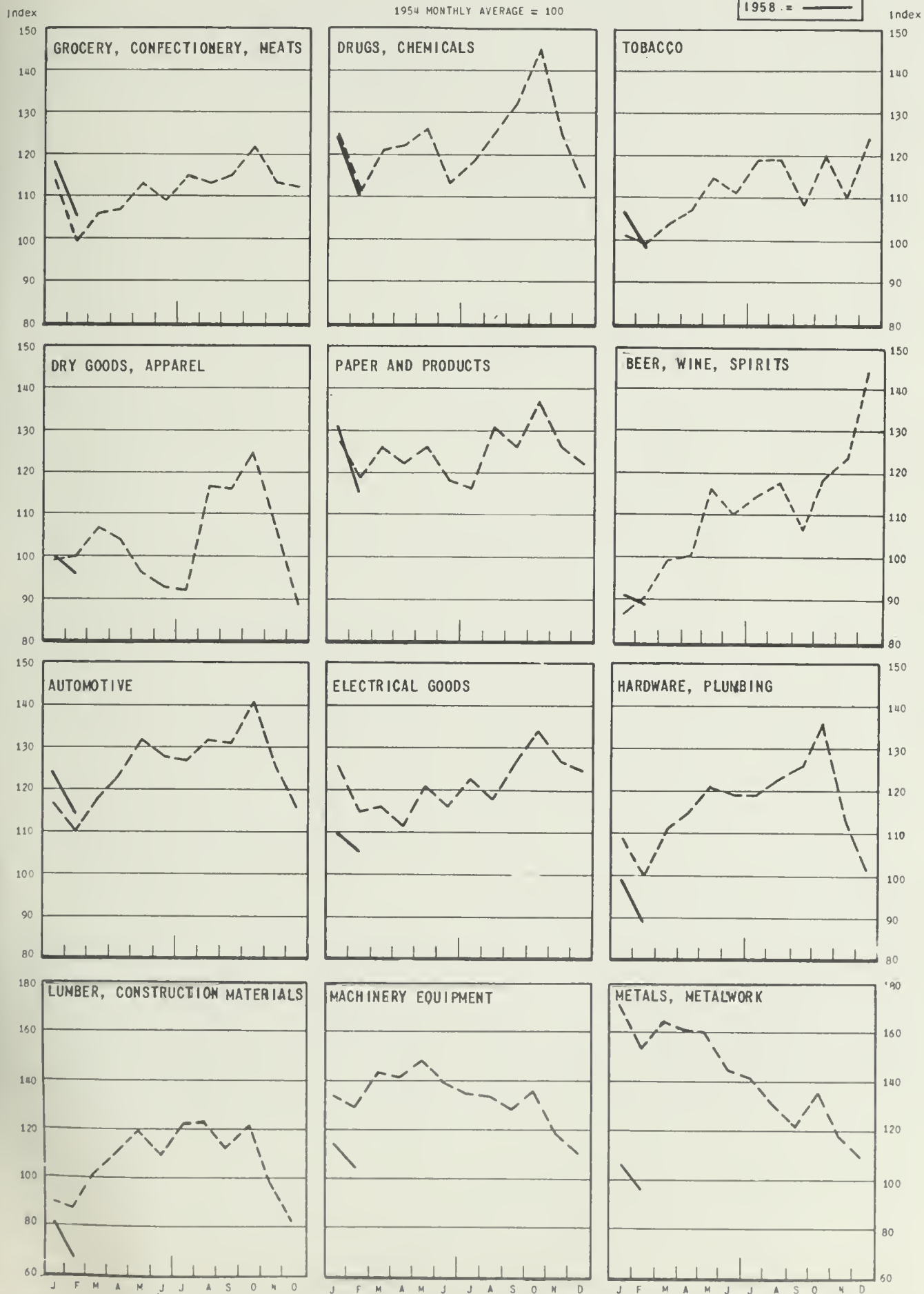
Estimates based on a sample are subject to sampling variability and thus are not expected to be in exact agreement with a complete census taken with the same enumeration procedures. For all trades combined, the sampling variability of the "composite" sales estimates for any individual month, is less than one percent at the one sigma level. That is to say, the chances are about two out of three that the estimated sales shown would differ by less than one percent from the results of a complete enumeration. The variability of estimates for individual business groups and individual kinds of business is generally higher than for total merchant wholesale trade but for most trades the sampling variability is less than 5 percent at the one sigma level. This report presents these sampling variabilities of the estimates for February, March, April and May 1957. Since these measures are also subject to sampling variability they should be regarded as giving a general rather than exact idea of the variability due to sampling. The sampling variability of the ratios based on weighted identicals has not been evaluated. However, where these ratios are based on a small number of reports (viz., trends by geographic division) the sampling variability is usually quite high.

These measures do not include biases that may arise from nonsampling errors, such as failure of respondent to submit complete figures or to submit a report in time for tabulation. In preparing the dollar volume estimates, an estimate is included for those firms that fail to respond. To the extent that the estimates for these firms may differ from the actual figures, nonresponse affects the reliability of the dollar volume estimate. As a result, dollar volume estimates are not published separately in a few trades where the nonresponse was considered too high to provide reliable level estimates. Approximately 11 percent of the total sales in May 1957 were imputed for nonresponse.

SALES OF MERCHANT WHOLESALERS—KINDS OF BUSINESS
1957 AND 1958

1954 MONTHLY AVERAGE = 100

1957 = - - -
1958 = ———



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS

BUREAU OF THE CENSUS

Table 1.--ESTIMATED MONTHLY SALES OF MERCHANT WHOLESALERS¹--UNITED STATES, BY KIND OF BUSINESS

1957 AND 1958

(Sales in millions of dollars)

Kind of business	1958		1957												Total 2 mo.	
	Jan.	Feb.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	1958	1957	
MERCHANT WHOLESALERS, TOTAL.....	8,972	8,179	9,097	9,744	9,834	10,168	9,610	9,916	10,197	9,814	10,713	9,590	9,325	17,151	19,042	
DURABLE GOODS, TOTAL.....	3,493	3,181	3,981	4,292	4,314	4,450	4,243	4,267	4,329	4,222	4,511	3,907	3,656	6,674	8,259	
Automotive wholesalers.....	412	379	366	392	408	428	424	421	439	434	467	418	386	791	755	
Automotive equipment, tire-tube wholesalers..	350	324	298	319	334	352	359	363	377	373	406	359	329	674	619	
Electrical, electronics, appliance distributors	580	554	609	613	588	623	614	650	624	673	709	667	660	1,134	1,274	
Electrical apparatus, supplies distributors..	260	263	291	293	297	308	315	325	307	332	341	311	312	523	592	
Electrical appliances, TV, radio sets, electronic parts, distributors.....	319	291	318	320	291	315	299	325	317	341	368	356	349	610	682	
Furniture, home furnishings wholesalers.....	168	170	189	205	212	200	193	185	210	216	245	223	208	338	378	
Home furnishings, floor coverings wholesalers	110	114	128	140	144	135	131	120	135	142	167	152	139	224	255	
Hardware, plumbing-heating goods wholesalers...	362	327	365	405	420	443	435	436	452	463	499	415	372	689	763	
Hardware wholesalers.....	165	151	173	191	196	205	196	192	197	201	215	177	164	316	357	
Plumbing, heating equipment, supplies distri- butors.....	197	196	192	214	224	238	239	244	255	262	284	238	208	373	406	
Lumber, construction materials distributors....	444	364	476	551	609	659	628	667	675	613	666	538	448	808	972	
Lumber, millwork wholesalers.....	242	208	259	307	330	343	329	343	342	307	331	269	232	450	554	
Construction materials distributors.....	202	156	217	244	279	316	299	324	333	305	335	269	216	358	418	
Machinery, equipment, supplies distributors....	954	867	1,081	1,194	1,182	1,234	1,166	1,131	1,121	1,071	1,141	985	963	1,821	2,202	
Industrial machinery, equipment, supplies distributors.....	442	381	547	593	540	560	512	509	512	490	548	455	457	823	1,137	
Professional equipment, supplies distributors	87	84	77	83	85	85	84	89	96	99	99	91	92	171	155	
Service establishments supply houses.....	113	106	110	113	112	122	116	106	115	113	120	106	106	219	223	
Metals, metalwork (except scrap) distributors..	295	268	430	459	452	448	404	396	368	339	378	331	305	563	908	
Iron, steel and products distributors.....	200	182	287	312	317	311	275	272	252	230	257	217	184	382	604	
Nonferrous metals distributors.....	94	86	143	147	135	137	129	124	116	108	121	114	122	180	304	
Scrap, waste materials dealers.....	223	194	393	393	369	328	308	320	361	319	303	229	212	417	869	
Iron, steel scrap dealers.....	119	108	266	263	236	199	193	208	232	212	192	132	122	227	591	
Waste materials dealers.....	104	86	127	130	133	129	115	112	129	107	111	97	90	190	277	
NONDURABLE GOODS, TOTAL.....	5,479	4,998	5,116	5,454	5,520	5,718	5,367	5,649	5,868	5,591	6,202	5,683	5,669	10,477	10,783	
Grocery, confectionery, meat wholesalers.....	1,705	1,512	1,433	1,530	1,544	1,630	1,565	1,660	1,630	1,623	1,755	1,622	1,615	3,217	3,075	
General-line grocery wholesalers.....	729	672	627	655	676	698	676	703	692	701	758	679	650	1,401	1,334	
Specialty-line grocery wholesalers.....	606	528	521	566	557	591	577	610	593	589	634	607	616	1,134	1,132	
Confectionery wholesalers.....	56	51	49	53	50	52	49	50	51	55	61	58	57	107	101	
Meat, meat products wholesalers.....	315	262	236	256	261	289	264	297	294	278	302	278	292	577	508	
Farm products (edible) distributors.....	377	353	r 335	352	394	429	418	442	413	375	419	402	415	730	692	
Poultry, poultry products distributors.....	142	120	r 106	109	124	127	116	129	142	138	163	166	165	262	227	
Fresh fruit, vegetable wholesalers.....	235	233	r 229	243	270	302	302	313	271	237	256	236	251	468	465	
Beer, wine, distilled spirits wholesalers.....	r 429	423	425	468	472	551	520	543	556	501	561	583	683	852	833	
Beer, ale distributors.....	r 161	151	158	172	193	227	234	269	254	205	198	185	209	312	316	
Wine, distilled spirits wholesalers.....	r 268	272	267	296	279	324	286	274	302	297	363	398	474	540	517	
Drugs, chemicals, allied products wholesalers..	349	309	312	340	344	354	317	331	350	373	406	350	315	658	662	
Drug wholesalers (general and specialty lines)	228	202	199	213	208	214	196	211	222	241	271	234	209	430	423	
Industrial chemicals, explosives wholesalers.	100	88	92	102	108	110	93	90	99	103	107	92	85	188	195	
Paint, varnish wholesalers.....	21	19	21	25	28	30	28	30	29	28	28	24	20	40	44	
Tobacco distributors.....	284	262	266	280	285	307	297	319	319	288	320	295	332	546	537	
Dry goods, apparel wholesalers.....	475	445	472	507	491	457	440	434	567	549	593	506	424	920	940	
Clothing, furnishings, footwear wholesalers..	161	157	160	184	182	156	136	151	236	212	221	208	149	318	305	
Dry goods wholesalers (general and specialty lines).....	192	174	183	194	190	187	193	186	220	223	240	190	172	366	375	
Paper, allied products wholesalers.....	324	285	294	310	302	312	291	287	323	310	339	312	301	609	607	
Paper wholesalers.....	287	251	252	265	258	271	250	250	279	267	290	265	258	538	520	
Amusement, sporting goods wholesalers.....	r 85	86	83	96	99	101	104	111	119	125	129	126	124	171	157	
Coal wholesalers.....	103	98	105	109	108	105	110	101	108	103	108	99	100	201	229	

¹ Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding.
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Table 1A.—SAMPLING VARIABILITY—MONTHLY ESTIMATES OF SALES OF MERCHANT WHOLESALERS, BY KIND OF BUSINESS

Kind of business	Sampling error of monthly dollar value of sales				Sampling error of the ratio of sales in two consecutive months	Kind of business	Sampling error of monthly dollar value of sales				Sampling error of the ratio of sales in two consecutive months
	Feb. 1957	Mar. 1957	Apr. 1957	May 1957	March 1957 from February 1957		Feb. 1957	Mar. 1957	Apr. 1957	May 1957	March 1957 from February 1957
	(percent)				(percent)		(percent)				(percent)
MERCHANT WHOLESALERS, TOTAL.....	0.6	0.7	0.4	0.5	0.5	NONDURABLE GOODS, TOTAL.....	0.9	0.8	0.7	0.9	0.7
DURABLE GOODS, TOTAL.....	1.1	1.4	1.0	0.9	0.7	Grocery, confectionery, meat.....	2	2	1	2	2
Automotive.....	3	3	3	3	2	General-line grocery.....	2	2	2	2	2
Automotive equipment, tire-tube....	3	3	4	3	2	Specialty-line grocery.....	4	4	4	4	3
Electrical, electronics, appliances..	2	2	2	2	1	Confectionery.....	4	3	3	3	2
Electrical apparatus, supplies.....	2	2	2	3	2	Meat, meat products.....	4	5	4	4	3
Electrical appliances, TV, radio sets, electronic parts.....	2	4	4	3	2	Farm products (edible).....	3	3	3	3	2
Furniture, home furnishings.....	3	3	4	4	2	Poultry, poultry products.....	5	3	4	5	2
Home furnishings, floor coverings..	4	4	4	4	2	Fresh fruit, vegetables.....	5	4	4	3	2
Hardware, plumbing-heating goods....	2	3	3	3	2	Beer, wine, distilled spirits.....	2	2	2	2	2
Hardware.....	2	3	3	3	2	Beer, ale.....	4	3	4	3	2
Plumbing, heating equipment, supplies.....	3	4	4	4	2	Wine, distilled spirits.....	3	3	3	2	2
Lumber, construction materials.....	3	3	3	2	2	Drugs, chemicals, allied products...	2	2	2	2	1
Lumber, millwork.....	5	6	6	5	3	Drugs (general and specialty lines)	2	2	2	2	2
Construction materials.....	3	3	3	4	2	Industrial chemicals, explosives..	5	4	5	4	2
Machinery, equipment, supplies.....	2	3	2	2	2	Paint, varnish.....	4	4	3	3	3
Industrial machinery, equipment, supplies.....	3	5	4	4	3	Tobacco.....	2	3	2	2	1
Professional equipment, supplies...	3	3	4	3	2	Dry goods, apparel.....	3	3	3	3	2
Service establishment supply houses	5	3	4	4	3	Clothing, furnishings, footwear...	5	5	5	5	3
Metals, metalwork (except scrap)....	2	3	3	3	3	Dry goods (general and specialty lines).....	6	6	6	5	3
Iron, steel and products.....	3	5	4	4	4	Paper, allied products.....	3	2	2	2	1
Nonferrous metals.....	3	3	2	4	1	Paper.....	3	2	2	2	1
Scrap, waste materials.....	2	2	3	3	2	Amusement, sporting goods.....	6	4	4	4	4
Iron, steel scrap.....	3	3	4	4	3	Coal wholesalers.....	5	6	6	6	2
Waste materials.....	4	4	6	6	3						

Note: The above table provides approximate measures of the sampling variability of the dollar volume estimates of sales and of the ratio between sales for the two consecutive months specified. The ratio between sales for two consecutive months generally has a smaller sampling error than the level estimates in those months. These sampling errors are themselves subject to sampling variability and thus should be regarded as giving a general rather than exact idea of the variability due to sampling. Differences from month to month may be due to this error in the estimates of sampling error. Differences may also result from seasonal or cyclical fluctuation in the sales of individual firms (see page 2, for statement on nonsampling errors).

The sampling errors shown above can be converted to a range by the following computation: Multiply the sampling error by the estimate (whether it is a dollar volume estimate or a ratio). Add and subtract the resulting product from the published estimate. The resulting range is expected to include the "expected value" (that is, the value which could be obtained from a complete enumeration) about two out of three times. Doubling the sampling error and repeating the above process will give a range which will include the "expected value" about 19 out of 20 times.

To illustrate the computation of these ranges for monthly dollar volume estimates, consider the estimate made for all durable goods in March 1957. The published estimate is \$4,292 million while the sampling error shown for this month is 1.4 percent (or .014). Multiplying \$4,292 million by .014, we obtain \$60 million. Thus, the chances are two out of three that the "expected value" of the estimate is between \$4,232 and \$4,352 million. Doubling the given sampling error gives us the limits, \$4,172 to \$4,412 million, which will contain the "expected value" 19 out of 20 times.

As an example of the use of these sampling error data with ratios, consider the ratio of change from February 1957 to March 1957 for all durable goods. This ratio of change, obtained by dividing \$4,292 million by \$3,981 million, is 1.08 (it can also be expressed as an 8% increase). The sampling error of this statistic is 0.7 percent (.007). Multiplying 1.08 by .007, we obtain .008 as the standard error of the ratio. There is a probability of two out of three that the "expected ratio" is contained in the range 1.07 to 1.09 while there is a probability of 19 out of 20 that the "expected ratio" is contained in the range 1.06 to 1.10.

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS

FEBRUARY 1958

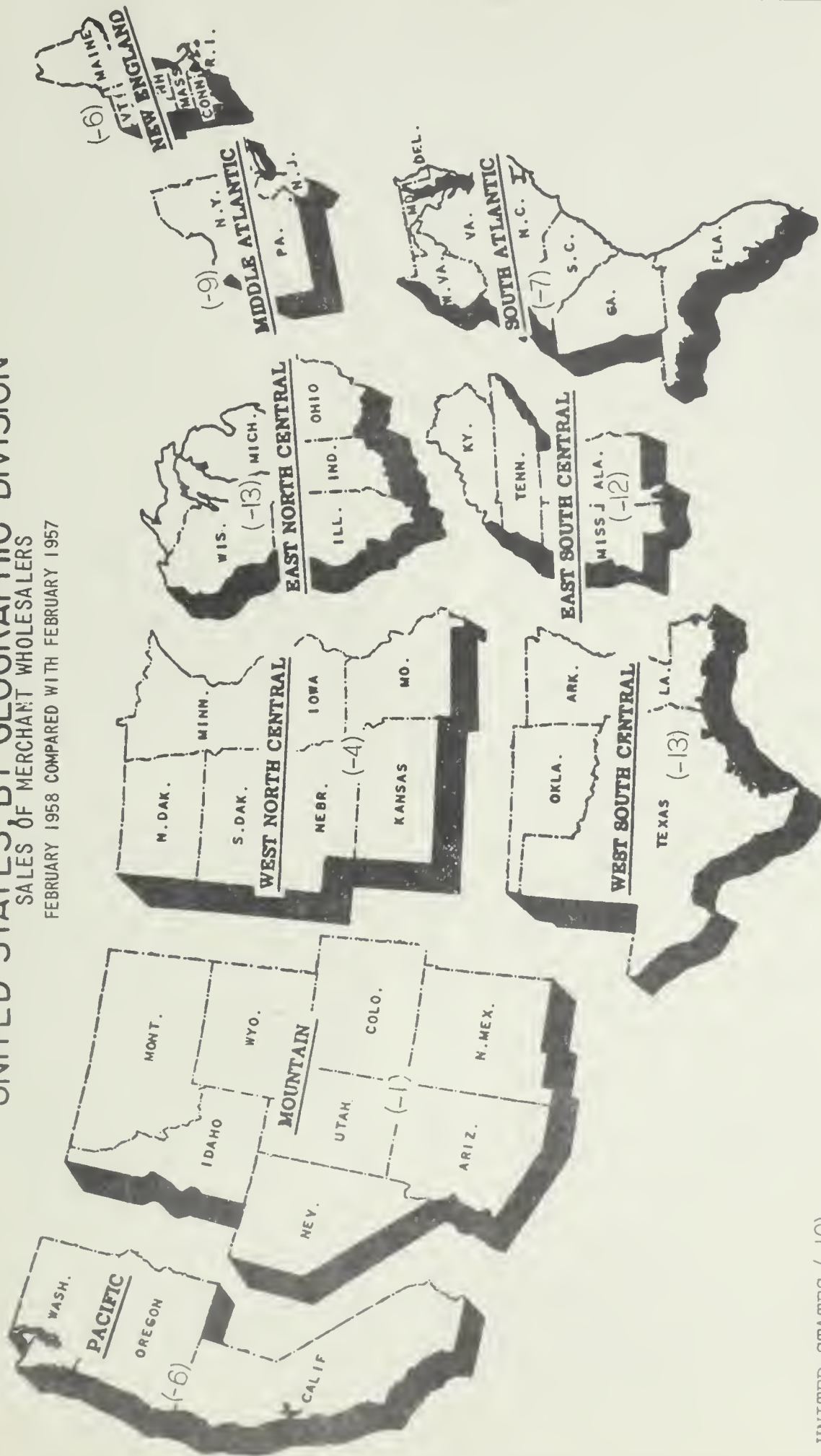
Kind of business	Sales*			Inventory, end-of-month (at cost)		Stock-sales ratios (percent)		
	Percent change			Percent change, Feb. 1958 from--		February 1958	February 1957	January 1958
	Feb. 1958 from--		2 mo. 1958 from 2 mo. 1957	February 1957	January 1958			
	Feb. 1957	Jan. 1958						
MERCHANT WHOLESALERS, TOTAL.....	-10	-9	-10	-1	-1	155	142	144
DURABLE GOODS, TOTAL.....	-20	-9	-19	-4	-1	225	187	205
Automotive wholesalers.....	+4	-8	+5	+3	0	221	214	205
Motor-vehicle distributors*.....	-13	-11	-9	+3	+2	166	131	154
Automotive equipment, tire-tube wholesalers.....	+9	-7	+9	+3	0	231	234	214
Electrical, electronics, appliance distributors.....	-9	-4	-11	-6	-1	205	189	203
Electrical apparatus, supplies distributors.....	-10	+1	-12	-7	-1	190	175	199
Electrical appliances, TV, radio sets, electronic parts, distributors.....	-8	-9	-11	-5	-1	222	204	206
Furniture, home furnishings wholesalers.....	-10	+1	-11	0	+2	223	193	226
Furniture wholesalers*.....	-12	-3	-11	-2	0	209	189	230
Home furnishings, floor coverings wholesalers.....	-11	+4	-12	+1	+2	227	195	224
Hardware, plumbing-heating goods wholesalers.....	-10	-10	-10	-7	+1	255	240	226
Hardware wholesalers.....	-13	-8	-11	-5	+1	279	254	251
Plumbing, heating equipment, supplies distributors.....	-8	-11	-8	-9	+1	230	226	199
Lumber, construction materials distributors.....	-24	-18	-17	-7	+2	185	151	147
Lumber, millwork wholesalers.....	-20	-14	-18	-8	+3	242	196	179
Construction materials distributors.....	-28	-23	-14	-7	+1	140	116	119
Machinery, equipment, supplies distributors.....	-20	-9	-17	-5	-2	229	195	206
Air conditioning, commercial refrigeration equipment, distributors*.....	-11	-3	-6	-15	-5	215	233	219
Commercial machines, equipment distributors*.....	-9	-10	-4	-3	+3	166	145	136
Industrial machinery, equipment, supplies distributors.....	-30	-14	-28	-3	-2	229	174	197
Professional equipment, supplies distributors.....	+9	-3	+10	+4	-4	193	189	190
Surgical, medical, hospital supply houses*.....	+3	-5	+6	-2	-1	145	160	143
Service establishment supply houses.....	-4	-6	-2	0	+1	152	149	137
Metals, metalwork (except scrap) distributors.....	-38	-9	-38	+1	-1	315	216	284
Iron, steel and products distributors.....	-37	-9	-37	+1	-1	367	249	326
Nonferrous metals distributors.....	-40	-9	-41	0	-2	150	107	140
Scrap, waste materials dealers.....	-51	-13	-52	-5	-2	94	44	86
Iron, steel scrap dealers.....	-59	-9	-62	-4	-4	108	35	96
Waste materials dealers.....	-32	-17	-31	-13	+1	81	57	76
Jewelry wholesalers*.....	-15	+2	-19	-5	-1	342	265	357
NONDURABLE GOODS, TOTAL.....	-2	-9	-3	+2	-2	109	107	103
Grocery, confectionery, meat wholesalers.....	+6	-11	+5	-1	0	76	84	68
General-line grocery wholesalers.....	+7	-8	+5	+3	+2	95	106	87
Voluntary groups*.....	+7	-4	+6	+1	0	89	95	86
Retailer-cooperative*.....	+15	-6	+5	+6	+2	72	79	65
Nonaffiliated*.....	+14	-11	+10	+3	+3	115	134	100
Specialty-line grocery wholesalers.....	+1	-13	0	-9	-1	81	88	73
Confectionery wholesalers.....	+4	-9	+6	+6	-1	82	80	77
Meat, meat products wholesalers.....	+11	-17	+14	+12	-1	19	19	17
Farm products (edible) distributors.....	+5	-6	+5	+1	-7	27	30	23
Poultry, poultry products distributors.....	+13	-15	+15	-14	-10	19	25	18
Fresh fruit, vegetable wholesalers.....	+2	-1	+1	+7	-6	30	32	26
Beer, wine, distilled spirits wholesalers.....	0	-1	+2	0	-4	127	125	131
Beer, ale distributors.....	-4	-6	-1	+2	+4	74	69	66
Wine distilled spirits wholesalers.....	+2	+1	+4	-1	-6	156	156	169
Drugs, chemicals, allied products wholesalers.....	-1	-11	-1	+2	0	169	159	151
Drug wholesalers (general and specialty lines).....	+2	-11	+2	+1	-1	179	173	159
Industrial chemicals, explosives wholesalers.....	-4	-12	-4	+6	+5	129	110	114
Paint, varnish wholesalers.....	-10	-10	-9	+3	0	234	209	222
Tobacco distributors.....	-2	-8	+2	+1	-1	61	63	55
Dry goods, apparel wholesalers.....	-6	-6	-2	-1	0	211	186	201
Clothing, furnishings, footwear wholesalers.....	-2	-2	+4	+3	+1	210	177	199
Dry goods wholesalers (general and specialty lines).....	-5	-9	-2	+4	-1	216	189	216
Piece goods converters.....	-13	-5	-9	-13	+2	205	199	185
Paper, allied products wholesalers.....	-3	-12	0	+3	0	130	114	116
Paper wholesalers.....	0	-13	+3	+3	0	127	110	113
Stationery, wallpaper wholesalers*.....	-9	-12	-8	+1	+1	160	152	140
Farm products (raw materials) merchants*.....	-10	-12	-12	0	-8	166	141	159
Other nondurable goods wholesalers.....	-8	-6	-8	+8	-2	116	102	118
Amusement, sporting goods distributors.....	+4	+1	+9	+5	+5	191	188	209
Book, magazine, newspaper wholesalers*.....	+10	-4	+12	+10	-4	93	103	94
Coal wholesalers.....	-7	-5	-12	-9	-19	65	77	83
Farm supplies wholesalers*.....	-11	+4	-11	-1	-2	136	124	151

* See text, page 2.

r Revised since Advance Release dated April 1, 1958.

UNITED STATES BY GEOGRAPHIC DIVISION

SALES OF MERCHANT WHOLESALERS
FEBRUARY 1958 COMPARED WITH FEBRUARY 1957



UNITED STATES (-10)

Table 3.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS

FEBRUARY 1958

Kind of business and geographic division (see map page 7)	Sales*			Inventory, end- of-month (at cost)		Stock-sales ratios (percent)		
	Percent change			Percent change, Feb. 1958 from--		Feb. 1958	Feb. 1957	Jan. 1958
	Feb. 1958 from--		2 mo. 1958 from 2 mo. 1957	Feb. 1958 from--				
	Feb. 1957	Jan. 1958		Feb. 1957	Jan. 1958			
MERCHANT WHOLESALERS, TOTAL.....	-10	-9	-10	-1	-1	155	142	144
New England.....	-8	-9	-7	-3	-2	133	124	122
Middle Atlantic.....	-9	-9	-9	-3	-1	129	121	121
East North Central.....	-13	-8	-12	+1	-1	162	138	148
West North Central.....	-4	-4	-3	-6	0	145	151	142
South Atlantic.....	-7	-10	-7	+2	-1	179	164	161
East South Central.....	-12	-12	-12	+3	0	205	174	173
West South Central.....	-13	-14	-10	+2	-1	175	151	152
Mountain.....	-1	0	0	-6	+1	174	179	175
Pacific.....	-6	-6	-6	-6	-5	157	148	149
Automotive equipment, tire-tube wholesalers.....	+9	-7	+9	+3	0	231	234	214
New England.....	-3	-12	-15	-3	-4	242	223	221
Middle Atlantic.....	+7	-7	+7	-5	0	192	217	146
East North Central.....	+6	-3	+2	+4	+1	229	239	243
West North Central.....	0	-1	-2	+3	-1	324	323	339
South Atlantic.....	+7	-5	-1	+3	+2	198	231	187
East South Central.....	+4	+3	+3	+4	0	244	259	255
West South Central.....	-9	-15	-2	0	+6	227	195	181
Mountain.....	-19	-15	-7	(X)	-9	261	202	279
Pacific.....	(X)	-7	(X)	(X)	0	246	227	231
Electrical apparatus, supplies distributors.....	-10	+1	-12	-7	-1	190	175	199
New England.....	-8	+7	-18	-2	-7	258	193	315
Middle Atlantic.....	-9	0	-8	-3	-1	171	170	176
East North Central.....	-13	+2	-11	-5	+4	195	173	191
West North Central.....	-24	-5	-20	-14	-3	247	220	241
South Atlantic.....	-16	-5	-18	-12	+3	207	185	191
East South Central.....	-24	+11	-24	-15	-2	204	167	210
West South Central.....	-6	+8	-9	-17	-3	184	191	205
Mountain.....	+6	+16	-12	+3	-1	151	155	176
Pacific.....	-12	+5	-13	-5	-8	153	154	172
Elect. appliances, TV, radio sets, electronic parts distributors...	-8	-9	-11	-5	-1	222	204	206
New England.....	-13	0	-14	-16	+2	191	163	178
Middle Atlantic.....	-14	-5	-8	+5	+2	255	204	226
East North Central.....	-21	-11	-16	-4	-3	231	191	209
West North Central.....	-12	-2	-15	-9	+1	176	207	169
South Atlantic.....	-19	-16	-20	-9	+2	231	239	224
East South Central.....	-28	-11	-19	(X)	+2	271	229	224
West South Central.....	-5	-3	-4	-10	+1	205	223	196
Mountain.....	+8	(X)	+5	(X)	+3	151	176	175
Pacific.....	0	-7	-4	-16	-5	191	217	192
Furniture, home furnishings wholesalers.....	-10	+1	-11	0	+2	223	193	226
New England.....	(X)	-2	(X)	+2	-2	212	180	216
Middle Atlantic.....	-12	+1	-15	-4	+3	219	184	219
East North Central.....	-8	-1	-5	+9	-3	257	194	247
West North Central.....	-2	+5	-2	+1	+3	268	258	291
South Atlantic.....	-16	-11	-2	(X)	+8	(X)	(X)	(X)
East South Central.....	-2	+6	-4	-4	+6	278	290	267
West South Central.....	-4	(X)	-8	(X)	+8	(X)	(X)	(X)
Mountain.....	-8	0	-5	+8	-3	146	134	153
Pacific.....	-8	0	-5	+8	-3	146	134	153
Hardware wholesalers.....	-13	-8	-11	-5	+1	279	254	251
Middle Atlantic.....	-11	-12	-13	+3	-1	166	135	140
East North Central.....	-13	-3	-14	-7	+1	259	239	249
West North Central.....	+2	+1	+2	-7	+6	278	301	261
South Atlantic.....	-16	-16	-12	+1	+2	371	315	312
East South Central.....	-23	-23	-16	-12	-1	272	242	221
West South Central.....	-17	-11	-10	+1	0	364	295	319
Mountain.....	-8	+9	-10	-4	+1	361	345	429
Pacific.....	-2	-5	0	-8	-1	278	258	260
Plumbing, heating equipment, supplies distributors.....	-8	-11	-8	-9	+1	230	226	192
New England.....	(X)	-19	(X)	-2	+4	255	170	194
Middle Atlantic.....	-14	-14	-11	-7	0	300	318	260
East North Central.....	-22	-13	-15	-7	-1	216	175	183
West North Central.....	+15	-11	+8	-6	+4	210	254	181
South Atlantic.....	-3	-10	-6	-1	+6	221	226	197
East South Central.....	(X)	-16	(X)	(X)	(X)	(X)	(X)	(X)
West South Central.....	-9	+12	-7	-13	-2	188	170	146
Mountain.....	(X)	-8	(X)	-9	+3	124	157	111
Pacific.....	-8	-4	-4	-10	-2	205	236	202
Lumber, construction materials distributors.....	-24	-18	-17	-7	+2	185	151	147
New England.....	(X)	-28	(X)	-1	+9	200	156	134
Middle Atlantic.....	-34	-28	-22	-7	+3	190	152	148
East North Central.....	-25	-19	-18	-15	0	190	164	158
West North Central.....	-15	(X)	-9	-14	+6	205	201	190
South Atlantic.....	-24	-22	-18	(X)	+1	187	150	149
East South Central.....	-21	-21	-5	(X)	-3	197	190	162
West South Central.....	-13	-16	-3	+6	+4	220	171	172
Pacific.....	-22	-16	-18	-13	-2	123	121	116

See Page 9 for footnotes.

Table 3.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS--Continued

FEBRUARY 1958

Kind of business and geographic division (see map page 7)	Sales*			Inventory, end-of-month (at cost)		Stock-sales ratios (percent)		
	Percent change			Percent change, Feb. 1958 from--		Feb. 1958	Feb. 1957	Jan. 1958
	Feb. 1958 from--		2 mo. 1958 from 2 mo. 1957	Feb. 1958 from--				
	Feb. 1957	Jan. 1958		Feb. 1957	Jan. 1958			
Industrial machinery, equipment supplies distributors.....	-30	-14	-28	-3	-2	229	174	197
Middle Atlantic.....	-14	-11	-15	(X)	-4	243	194	211
East North Central.....	-27	-13	-32	-9	-1	184	140	142
West North Central.....	-19	-9	-16	-6	-2	234	166	199
South Atlantic.....	-30	-16	-35	-6	-1	251	171	221
East South Central.....	(X)	-18	(X)	(X)	-6	258	207	221
West South Central.....	-43	-18	-37	+1	+2	288	162	235
Mountain.....	+8	+1	0	+8	-3	215	199	254
Pacific.....	-4	(X)	-11	-9	-5	206	237	204
General-line grocery wholesalers.....	+7	-8	+5	+3	+2	95	106	87
Middle Atlantic.....	+1	-4	+1	+2	-3	104	130	103
East North Central.....	+17	-2	+13	+2	+6	72	85	71
West North Central.....	+11	-6	+9	+1	+4	99	107	90
South Atlantic.....	+1	-9	+4	+3	+1	100	102	92
East South Central.....	+2	-11	+5	+1	+2	136	140	114
West South Central.....	+20	-11	+16	+8	+3	84	94	72
Mountain.....	+7	-14	+7	-3	+5	106	116	86
Pacific.....	+11	-8	+4	+10	0	82	82	70
Specialty-line grocery wholesalers.....	+1	-13	0	-9	-1	81	88	73
New England.....	+13	-4	+11	-8	-6	49	61	51
Middle Atlantic.....	-3	-16	-1	-16	-2	71	82	60
East North Central.....	+2	-6	+2	+5	+6	94	91	84
South Atlantic.....	+3	-18	+2	+5	-5	127	128	105
West South Central.....	-2	-11	+10	-21	-3	73	88	69
Pacific.....	-1	+1	-5	-2	-3	71	82	73
Fresh fruit, vegetable wholesalers.....	+2	-1	+1	+7	-6	30	32	26
New England.....	+22	0	+11	(X)	(X)	32	35	35
Middle Atlantic.....	-2	-9	-2	(X)	+3	15	15	13
East North Central.....	0	-8	-4	+7	+6	23	21	20
West North Central.....	+20	+7	+15	+25	+2	45	49	45
South Atlantic.....	+8	-3	+5	+5	-3	36	35	32
East South Central.....	0	(X)	+4	(X)	(X)	(X)	(X)	(X)
West South Central.....	-9	-12	+3	(X)	+7	35	36	28
Pacific.....	+5	-3	+1	-1	-11	34	25	22
Drug wholesalers (general and specialty lines).....	+2	-11	+2	+1	-1	179	173	159
New England.....	-1	-14	0	(X)	+1	(X)	(X)	(X)
Middle Atlantic.....	-3	-13	0	+6	-1	166	159	145
East North Central.....	-5	-11	-2	+6	0	186	163	161
West North Central.....	+2	-10	+4	-3	-1	187	198	170
South Atlantic.....	+4	-8	+4	+3	0	173	176	156
East South Central.....	+7	-9	+10	-3	+2	165	188	151
West South Central.....	+11	-11	+12	+14	0	198	192	175
Mountain.....	-1	-18	+3	-1	-3	239	247	209
Pacific.....	-2	-16	+1	+3	-9	160	151	148
Tobacco distributors.....	-2	-8	+2	+1	-1	61	63	55
New England.....	+5	-6	+6	+9	+2	50	47	45
Middle Atlantic.....	+3	-10	+5	-8	-5	55	60	53
East North Central.....	+2	-9	+5	-1	-1	68	73	60
West North Central.....	+1	-11	-1	+5	+6	76	78	63
South Atlantic.....	+2	-9	+4	+16	+3	67	58	58
East South Central.....	+11	-11	+10	+1	+5	68	76	60
West South Central.....	+2	-13	+6	-8	-3	51	53	47
Pacific.....	+5	-8	+8	(X)	-12	(X)	(X)	(X)
Dry goods, apparel wholesalers.....	-6	-6	-2	-1	0	211	186	201
New England.....	-4	-8	+1	+14	+4	180	145	181
Middle Atlantic.....	-9	-5	-6	-2	+1	206	178	188
East North Central.....	-18	-6	-15	(X)	-4	160	136	177
West North Central.....	-2	+3	+14	-15	-4	237	316	250
South Atlantic.....	-12	-8	-7	+13	+2	294	217	279
Pacific.....	-2	-11	+5	-13	-18	120	122	111

X Withheld due to extreme variation of reported data.
* See text, page 2.

All kinds of business in which merchant wholesalers operate are represented in this survey. The kinds of business shown in this report parallel broad classifications used in the 1954 Census of Business covering wholesale trade. Each establishment in this survey has been assigned a kind-of-business classification based upon its trade designation and an analysis of its sales by commodity lines as reported to the Bureau of the Census. A description of each kind-of-business classification in this report is given below.

DURABLE GOODS

Automotive wholesalers

Motor-vehicle distributors.--Merchant wholesale establishments primarily engaged in selling new and used passenger automobiles and similar motor vehicles, road-type trucks, truck-tractors, busses, trailers, and semitrailers to dealers or to fleet operators, industrial accounts, and to commercial users. Dealers in road-type trucks, truck-tractors, and truck-trailers are included here on the basis of kind-of-goods sold.

Automotive equipment, tire-tube wholesalers.--Merchant wholesale establishments--frequently referred to as jobbers in this trade--primarily engaged in selling automotive equipment, accessories, parts, tires, tubes and garage equipment and tools.

Electrical, electronics, appliance distributors

Electrical apparatus, supplies wholesalers.--Merchant wholesale establishments selling a general line of electrical goods such as electrical equipment and apparatus; wiring supplies and construction materials; lighting fixtures and lamps; radio and television sets and accessories; electric refrigerators and other electrical appliances and specialties; and electronic parts and equipment; and those primarily engaged in selling such electrical equipment and apparatus; wiring supplies and construction materials, and lighting fixtures and lamps, as conduits and fittings, interior wires and cables, wiring devices, safety switches, poles, crossarms, pole-line hardware, outside wires and cables, residential, commercial, and industrial lighting fixtures, and incandescent and fluorescent lamps. Establishments specializing in the sale of electrical prime movers and other electrical power equipment for the generation, transmission, or utilization of electric energy are also included.

Electrical appliances, TV, radio sets, electronic parts distributors.--Merchant wholesale establishments primarily engaged in selling such electrical appliances and specialties as radio and television sets, dish washers, electric refrigerators, electric ranges, washing machines, ironers, radio and television parts and accessories, home freezers, sewing machines, hot water heaters, electric irons, percolators, clocks, hotplates, vacuum cleaners, etc., and electronic tubes, electronic replacement parts and accessories, and transmission and sound equipment.

Furniture, home furnishings wholesalers

Furniture wholesalers.--Merchant wholesale establishments primarily engaged in selling home or office furniture--wooden, metal or other.

Home furnishings, floor coverings wholesalers.--Merchant wholesale establishments primarily engaged in selling household china, glassware, and earthenware; floor coverings (carpets, rugs, linoleums, etc.); antique home furnishings; and miscellaneous home furnishings such as brooms, brushes, curtains, draperies, pictures and picture frames, window shades, kitchen utensils, phonograph records, and musical instruments.

Hardware, plumbing, heating goods wholesalers

Hardware wholesalers.--Merchant wholesale establishments selling a general line of merchandise sufficiently broad to service retail hardware stores and the hardware departments of other outlets--general-line hardware wholesalers; and establishments primarily engaged in selling builders hardware, heavy hardware, shelf or light hardware, and hardware specialties such as tools, cutlery, bolts, nuts, rivets, screws, padlocks, keys, and the like--specialty-line hardware wholesalers.

Plumbing, heating equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling plumbing and heating equipment and supplies such as plumbing fixtures, including sanitary ware; steam and hot water heating boilers, radiators, parts, and fittings; stoves, ranges, furnaces, and other types of heating apparatus (except electric); oil burners; gas appliances and supplies; plumbing pipe, valves, and fittings; and plumbers brass goods.

Lumber, construction materials distributors

Lumber, millwork wholesalers.--Merchant wholesale establishments primarily engaged in selling lumber and millwork such as rough, dressed, and finished lumber; sheathing, siding, flooring, shingles, plywood, veneers, doors, sashes, frames, interior woodwork and trim.

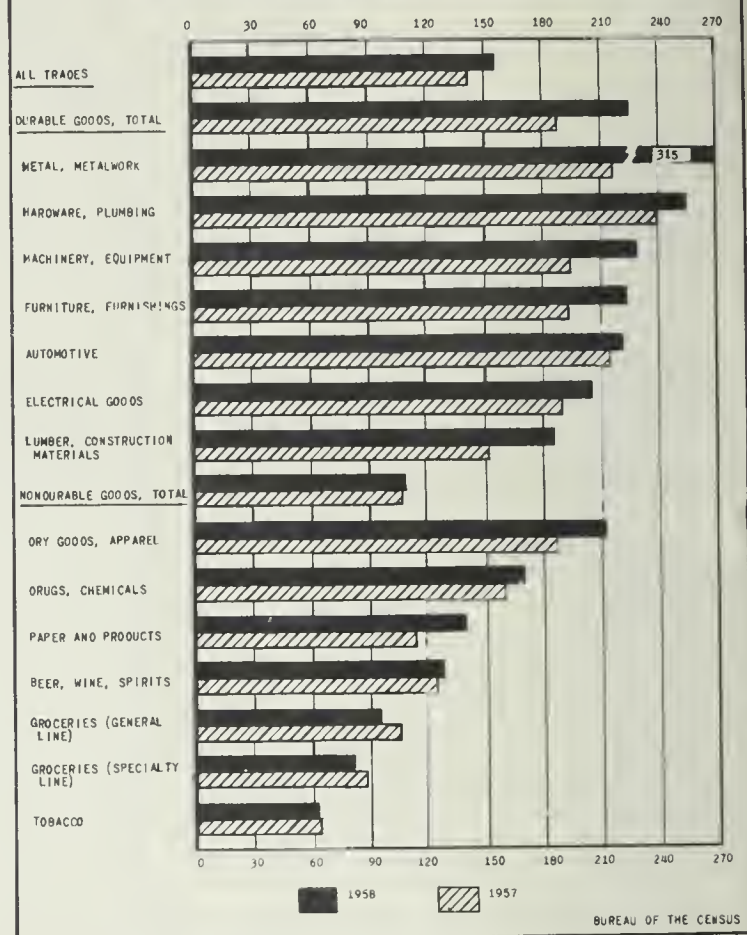
Construction materials distributors.--Merchant wholesale establishments primarily engaged in selling such construction materials as brick, tile, and terra cotta; cement, lime, and plaster; building glass; sand, gravel, and crushed stone, ready-mixed concrete; roofing, siding and insulation; and stone, slate, concrete products, and building board.

Machinery, equipment, supplies distributors

Air conditioning, commercial refrigeration equipment distributors.--Merchant wholesale establishments primarily engaged in selling commercial refrigeration equipment (including electric) such as refrigerators, display cases, freezers, dispensers, water coolers, food locker equipment; and those selling air conditioning and ventilating equipment and supplies, including fans, blowers, and accessories. Establishments specializing in the sale of commercial refrigeration components and accessories are also included in this classification.

Commercial machines, equipment distributors.--Merchant wholesale establishments primarily engaged in selling office machines and equipment (except furniture) such as adding machines, typewriters, addressing, duplicating, sealing, computing, stapling, accounting, and statistical machines; restaurant and hotel equipment such as coffee urns, steam tables, china, glassware, silverware, linens, and related items; store machines and fixtures such as display fixtures, show racks, pricing equipment, cash registers, scales, meat slicers and grinders, coffee grinders, etc.; and such related equipment as florists' supplies, theater supplies and equipment, and parking meters. Establishments primarily engaged in selling to users are included, as well as those selling to dealers.

STOCKS-SALES RATIOS OF MERCHANT WHOLESALERS IN SELECTED KINDS OF BUSINESS: FEBRUARY 1958, COMPARED WITH FEBRUARY 1957 (Percent)



Machinery, equipment, supplies distributors--continued

Industrial machinery, equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling machinery, equipment, and supplies to manufacturing and mining concerns. Included here are establishments selling industrial machinery; industrial belting, hose, and packing; machine tools, mine and mill supplies; oil well and oil refining supplies; printing machinery and supplies; industrial rope, cordage, and twine; industrial materials, handling equipment; power transmission equipment; and machinery and equipment for such industries as food products, woodworking, shoe manufacturing, tanning, textile, and paper and pulp.

Professional equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling dental supplies (chairs, sterilizers, cabinets, instruments, dental gold and alloys, wax, teeth, and the like); religious supplies (church goods and religious articles such as statuary, vestments, fonts, candles, religious pictures, calendars, literature, etc.); school equipment and supplies (desks, blackboards, chalk, rulers, wall and globe maps, etc.); optical goods; surgical, medical, hospital supplies, and equipment; artists supplies; engineering instruments and supplies; and supplies for other professions.

Surgical, medical, hospital supply houses.--Merchant wholesale establishments primarily engaged in selling surgical and medical instruments; doctors' apparatus and equipment; orthopedic appliances; artificial limbs; operating room and other hospital equipment; X-ray machines and accessories and other scientific instruments used by physicians and in hospitals.

Service establishment, supply houses.--Merchant wholesale establishments primarily engaged in selling barber and beauty supplies; laundry, dry cleaning equipment, supplies (washing, drying, ironing, and pressing machines; laundry soaps and chemicals; dry cleaning fluids, marking equipment, etc.); shoe service supplies and equipment; undertakers supplies (caskets, burial vaults, burial garments, embalming chemicals and preparations, and other morticians and funeral equipment); upholsterers supplies (fabrics, leather and fillings, and other types of supplies used in the upholstery trade); and miscellaneous service equipment, such as janitors' supplies, furriers' supplies, bootblack's supplies, and hat cleaners' supplies.

Other machinery, equipment supplies distributors (not shown separately in accompanying table).--Merchant wholesale establishments primarily engaged in selling (a) transportation equipment such as aircraft and aeronautical equipment, supplies; railroad equipment, supplies; marine equipment, supplies; and other transportation equipment and supplies; (b) construction machinery, equipment such as road building machinery, excavating and dredging machinery, derricks, cranes, hoists, and winches; and related construction equipment as pneumatic hammers, concrete construction clamps and forms, scaffolding, chutes, and wheelbarrows--but not construction materials, and (c) farm-garden machinery, equipment (including tractors) used in the preparation and maintenance of the soil, the planting and harvesting of crops, and other operations and processes pertaining to agriculture; dairy machinery and equipment, such as milking machines and cream separators; poultry equipment, such as incubators, brooders, and feeder and irrigation equipment.

MONTHLY WHOLESALE TRADE REPORT

U. S. DEPARTMENT OF COMMERCE
Sinclair Weeks, Secretary

BUREAU OF THE CENSUS
Robert W. Burgess, Director

MARCH 1958

FOR RELEASE
MAY 9, 1958

SALES AND INVENTORIES

First Quarter Sales

First quarter 1958 sales of merchant wholesalers at \$26.0 billion were 10 percent below sales in the first quarter of 1957. Durable goods trades in total, showed a more substantial sales decline, 19 percent below first quarter 1957. Nondurable goods trades decreased only 2 percent during the same period.

Iron, steel scrap dealers, with quarterly sales down 58 percent from a year ago, reported the largest decline. Substantial declines were also experienced by distributors of nonferrous metals (39%), iron, steel products (37%), industrial machinery, equipment (30%), and waste materials (28%). Increases were reported by two durable goods trades, automotive equipment (8%) and professional equipment, supplies (10%). More nondurable goods trades showed gains over first quarter 1957 sales than reported declines. However, the moderate increases in these trades were more than offset by the sharp declines noted by wholesalers of coal (15%), farm products (raw materials) (11%), paint and varnish (10%) and piece goods converters (10%).

Quarterly sales were below a year ago in all geographic divisions except the Mountain Division which showed a slight (1%) gain. The East North Central Division experienced the sharpest decline, 11 percent, from first quarter 1957.

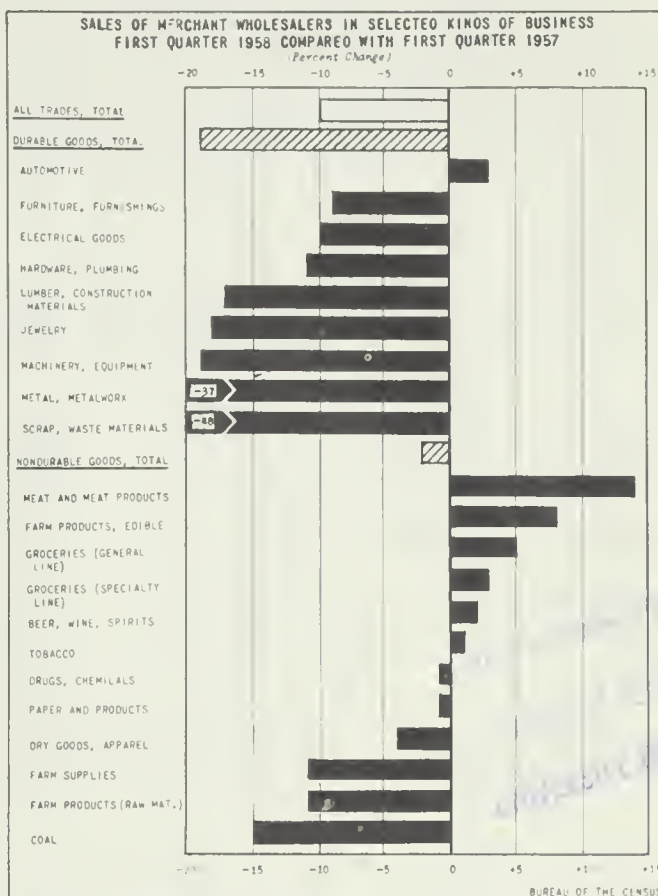
March Sales

March 1958 sales were estimated at \$8.9 billion, a seasonal increase of 8 percent over February but 9 percent below March sales a year ago. Durable goods trades, up 10 percent from the previous month, indicated a somewhat larger increase over February sales than the nondurable goods (7%), but a much sharper decline from a year ago. Durable goods trades, with sales of \$3.5 billion in March 1958, showed a drop of 19 percent below March sales a year ago. The nondurable goods trades, with March 1958 sales of \$5.4 billion, were down 2 percent from last March.

Sales in most trades were up seasonally, led by construction materials distributors (35%), air conditioning, commercial refrigeration equipment distributors (29%), iron, steel scrap dealers (23%) and waste materials dealers (21%), all durable goods trades. Nondurable goods trades showed smaller increases. Declines from February sales levels were noted in only two trades--coal (12%) and dry goods (3%). Most trades reported sales below a year ago, iron and steel scrap dealers again reporting the largest decline (49%). However, substantial increases were noted by poultry distributors (25%), and meat wholesalers (14%).

Inventories

Inventories of wholesalers at the end of March were down slightly (1%) from a month earlier as well as from the year-ago level. Durable goods stocks showed no change during the month but were 3 percent below a year ago. Nondurable goods inventories declined 2 percent below their February 28 level but were up 2 percent over year-ago inventories.



The March 1958 stocks-sales ratio for all merchant wholesalers reporting inventories in conjunction with their sales was 145 percent, down 13 points from the February ratio but 13 points above the ratio for March 1957. The March stock-sales ratio of durable goods wholesalers was 203 percent compared with the nondurable goods ratio of 102 percent.

While most trades indicated little or no change from previous month inventories, stocks of coal wholesalers (-19%) and farm products (raw materials) merchants (-13%) were considerably lower. Large declines from year-ago stocks were reported by electrical apparatus, supplies distributors (14%) and piece goods converters (12%); large increases were noted for wholesalers of industrial chemicals and meat products, each up 15 percent since last March.

General

This report includes monthly dollar volume estimates of sales of merchant wholesalers by kind of business from March 1957 through March 1958. These data are based on a probability sample representative of all merchant wholesalers in the country. A description of this sample and approximate measures of the reliability of the data are included on pages 8 and 9. Also included in this report are sales and inventory trends and stock-sales ratios by kind of business, for the United States as a whole and by geographic division.

Table 1.--ESTIMATED MONTHLY SALES OF MERCHANT WHOLESALERS¹--UNITED STATES, BY KIND OF BUSINESS

1957 AND 1958

(Sales in millions of dollars)

Kind of business	1958			1957										Total 3 mo.	
	Jan.	Feb.	Mar.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	1958	1957
MERCHANT WHOLESALERS, TOTAL.....	8,972	8,179	8,851	9,744	9,834	10,168	9,610	9,916	10,197	9,814	10,713	9,590	9,325	26,002	28,786
DURABLE GOODS, TOTAL.....	3,493	3,181	3,489	4,292	4,314	4,450	4,243	4,267	4,329	4,222	4,511	3,907	3,656	10,163	12,551
Automotive wholesalers.....	r 410	r 378	394	392	408	428	424	421	439	434	467	418	386	1,182	1,147
Automotive equipment, tire-tube wholesalers..	350	324	337	319	334	352	359	363	377	373	406	359	329	1,011	938
Electrical, electronics, appliance distributors	580	554	566	613	588	623	614	650	624	673	709	667	660	1,700	1,887
Electrical apparatus, supplies distributors..	260	263	265	293	297	308	315	325	307	332	341	311	312	788	885
Electrical appliances, TV, radio sets, electronic parts, distributors.....	319	291	301	320	291	315	299	325	317	341	368	356	349	911	1,002
Furniture, home furnishings wholesalers.....	168	170	191	205	212	200	193	185	210	216	245	223	208	529	583
Furniture wholesalers.....	58	55	59	65	68	65	62	65	75	75	78	71	69	172	188
Home furnishings, floor coverings wholesalers	110	114	132	140	144	135	131	120	135	142	167	152	139	356	395
Hardware, plumbing-heating goods wholesalers...	362	327	356	405	420	443	435	436	452	463	499	415	372	1,045	1,168
Hardware wholesalers.....	165	151	170	191	196	205	196	192	197	201	215	177	164	486	548
Plumbing, heating equipment, supplies distributors.....	197	r 176	186	214	224	238	239	244	255	262	284	238	208	559	620
Lumber, construction materials distributors....	444	364	458	551	609	659	628	667	675	613	666	538	448	1,266	1,523
Lumber, millwork wholesalers.....	242	208	248	307	330	343	329	343	342	307	331	269	232	698	861
Construction materials distributors.....	202	156	210	244	279	316	299	324	333	305	335	269	216	568	662
Machinery, equipment, supplies distributors....	954	867	937	1,194	1,182	1,234	1,166	1,131	1,121	1,071	1,141	985	963	2,758	3,396
Industrial machinery, equipment, supplies distributors.....	442	381	391	593	540	560	512	509	512	490	548	455	457	1,214	1,730
Professional equipment, supplies distributors	87	84	91	83	85	85	84	89	96	99	99	91	92	262	238
Service establishments supply houses.....	113	106	112	113	112	122	116	106	115	113	120	106	106	331	336
Metals, metalwork (except scrap) distributors..	295	r 272	291	459	452	448	404	396	368	339	378	331	305	858	1,367
Iron, steel and products distributors.....	200	r 184	197	312	317	311	275	272	252	230	257	217	184	581	916
Nonferrous metals distributors.....	94	r 88	94	147	135	137	129	124	116	108	121	114	122	276	451
Scrap, waste materials dealers.....	223	194	237	393	369	328	308	320	361	319	303	229	212	654	1,262
Iron, steel scrap dealers.....	119	108	133	263	236	199	193	208	232	212	192	132	122	360	854
Waste materials dealers.....	104	86	104	130	133	129	115	112	129	107	111	97	90	294	407
NONDURABLE GOODS, TOTAL.....	5,479	4,998	5,362	5,454	5,520	5,718	5,367	5,649	5,868	5,591	6,202	5,683	5,669	15,839	16,237
Grocery, confectionery, meat wholesalers.....	1,705	1,512	1,646	1,530	1,544	1,630	1,565	1,660	1,630	1,623	1,755	1,622	1,615	4,863	4,605
General-line grocery wholesalers.....	729	672	688	655	676	698	676	703	692	701	758	679	650	2,089	1,989
Specialty-line grocery wholesalers.....	606	528	612	566	557	591	577	610	593	589	634	607	616	1,746	1,698
Confectionery wholesalers.....	56	51	54	53	50	52	49	50	51	55	61	58	57	161	154
Meat, meat products wholesalers.....	315	262	292	256	261	289	264	297	294	278	302	278	292	869	764
Farm products (edible) distributors.....	377	353	403	352	394	429	418	442	413	375	419	402	415	1,133	1,050
Poultry, poultry products distributors.....	142	120	136	109	124	127	116	129	142	138	163	166	165	398	336
Fresh fruit, vegetable wholesalers.....	235	233	267	243	270	302	302	313	271	237	256	236	251	735	714
Beer, wine, distilled spirits wholesalers.....	429	r 426	470	468	472	551	520	543	556	501	561	583	683	1,325	1,301
Beer, ale distributors.....	161	r 151	172	172	193	227	234	269	254	205	198	185	209	484	488
Wine, distilled spirits wholesalers.....	268	r 275	298	296	279	324	286	274	302	297	363	398	474	841	813
Drugs, chemicals, allied products wholesalers..	349	309	336	340	344	354	317	331	350	373	406	350	315	994	1,002
Drug wholesalers (general and specialty lines)	228	202	219	213	208	214	196	211	222	241	271	234	209	649	636
Industrial chemicals, explosives wholesalers.	100	88	95	102	108	110	93	90	99	103	107	92	85	283	297
Paint, varnish wholesalers.....	21	19	22	25	28	30	28	30	29	28	28	24	20	62	69
Tobacco distributors.....	284	262	282	280	285	307	297	319	319	288	320	295	332	828	817
Dry goods, apparel wholesalers.....	475	445	463	507	491	457	440	434	567	549	593	506	424	1,383	1,447
Clothing, furnishings, footwear wholesalers..	161	157	180	184	182	156	136	151	236	212	221	208	149	498	489
Dry goods wholesalers (general and specialty lines).....	192	174	168	194	190	187	193	186	220	223	240	190	172	534	569
Paper, allied products wholesalers.....	324	285	300	310	302	312	291	287	323	310	339	312	301	909	917
Paper wholesalers.....	287	251	264	265	258	271	250	250	279	267	290	265	258	802	785
Amusement, sporting goods wholesalers.....	85	86	90	96	99	101	104	111	119	125	129	126	124	261	253
Coal wholesalers.....	103	98	86	109	108	105	110	101	108	103	108	99	100	287	338
Farm supplies wholesalers.....	123	124	146	162	145	136	98	97	111	112	106	96	96	393	444

r Revised

¹ Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding.

SALES OF MERCHANT WHOLESALERS—KINDS OF BUSINESS
1956, 1957 AND 1958
1954 MONTHLY AVERAGE = 100

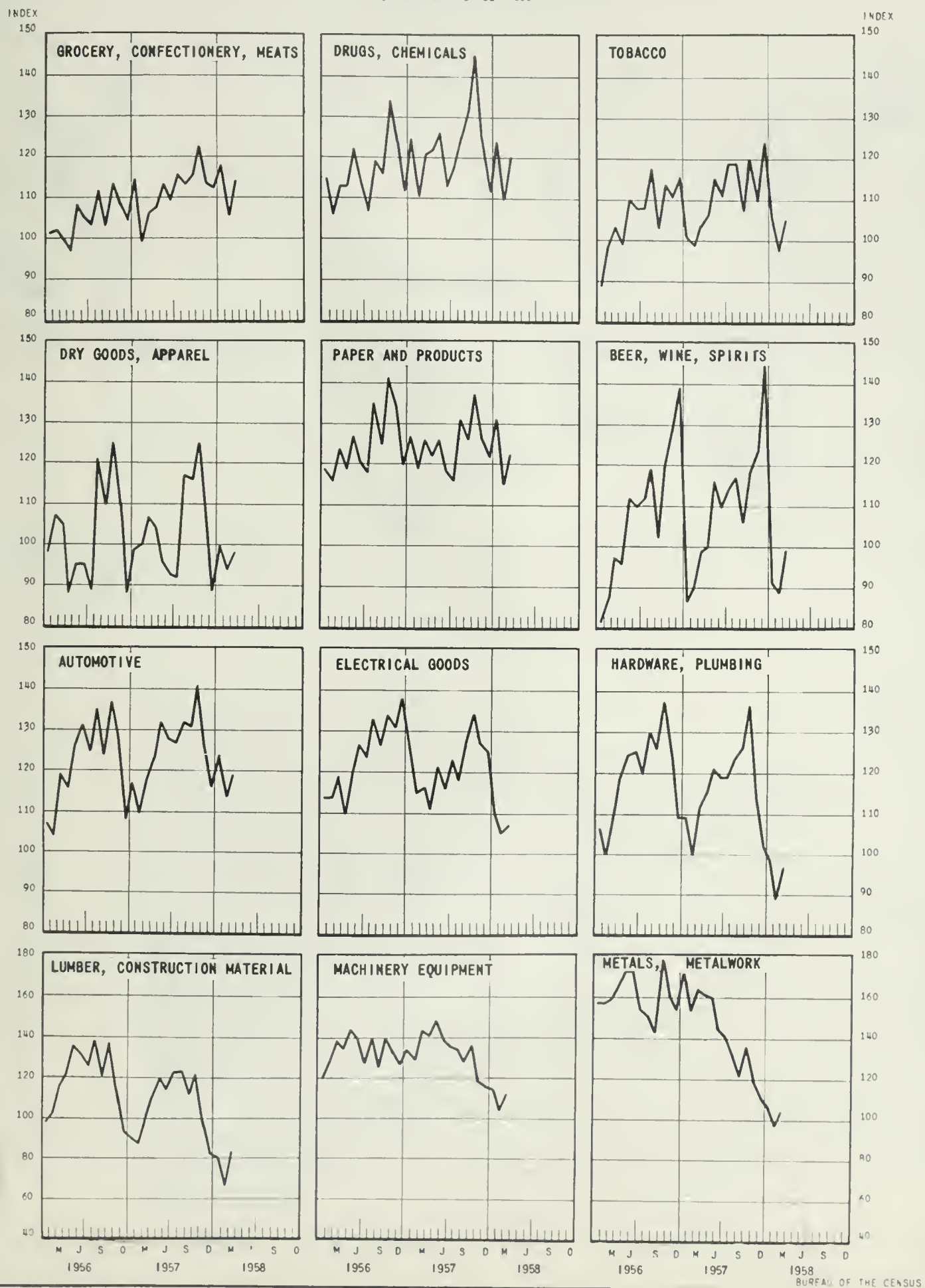


Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS

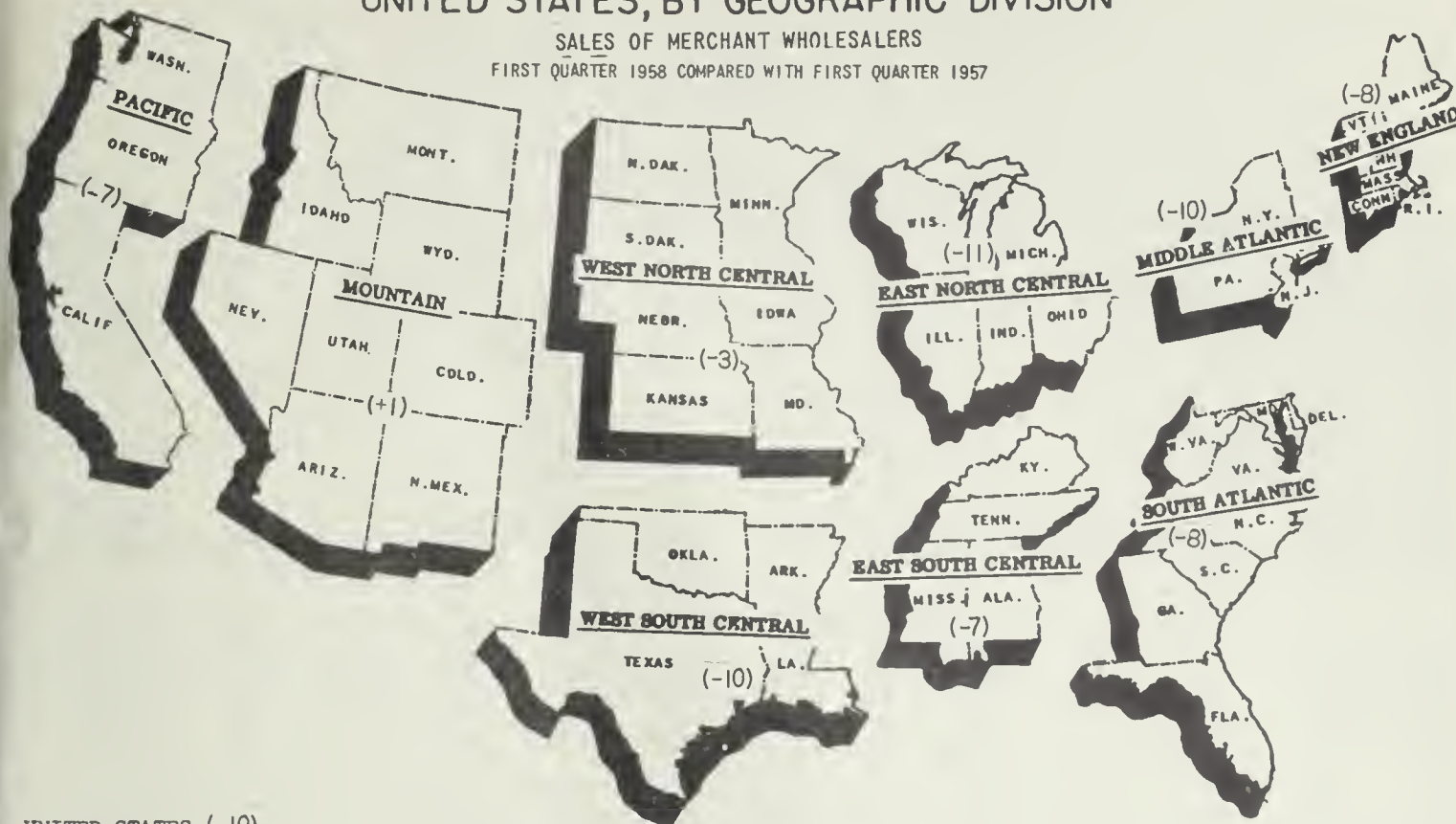
MARCH 1958

Kind of business	Sales*			Inventory, end-of-month (at cost)		Stock-sales ratios (percent)		
	Percent change			Percent change, Mar. 1958 from--		March 1958	March 1957	February 1958
	Mar. 1958 from--		3 mo. 1958 from 3 mo. 1957	March 1958 from--				
	Mar. 1957	Feb. 1958		March 1957	February 1958			
MERCHANT WHOLESALERS, TOTAL.....	-9	+8	-10	-1	-1	145	132	158
DURABLE GOODS, TOTAL.....	-19	+10	-19	-3	0	203	173	223
Automotive wholesalers.....	+1	+4	+3	+2	+1	232	210	248
Motor-vehicle distributors*.....	-20	+8	-13	-1	0	182	134	193
Automotive equipment, tire-tube wholesalers.....	+6	+4	+8	+2	+1	240	226	258
Electrical, electronics, appliance distributors.....	-8	+2	-10	-13	-1	190	187	200
Electrical apparatus, supplies distributors.....	-10	+1	-11	-14	-3	183	181	187
Electrical appliances, TV, radio sets, electronic parts, distributors.....	-6	+3	-9	-11	0	198	193	214
Furniture, home furnishings wholesalers.....	-7	+12	-9	-6	+1	178	176	192
Furniture wholesalers.....	-9	+7	-9	-7	0	196	185	190
Home furnishings, floor coverings wholesalers.....	-6	+16	-10	-6	+1	171	172	197
Hardware, plumbing-heating goods wholesalers.....	-12	+9	-11	-6	0	262	239	287
Hardware wholesalers.....	-11	+13	-11	-6	0	274	258	305
Plumbing, heating equipment, supplies distributors.....	-13	+6	-10	-6	-1	246	217	265
Lumber, construction materials distributors.....	-17	+26	-17	-4	0	138	127	163
Lumber, millwork wholesalers.....	-19	+19	-19	-1	0	185	156	197
Construction materials distributors.....	-14	+35	-14	-8	0	99	100	128
Machinery, equipment, supplies distributors.....	-22	+8	-19	+3	-1	203	165	226
Air conditioning, commercial refrigeration equipment, distributors*.....	-1	+29	-5	-3	+7	246	248	305
Commercial machines, equipment distributors*.....	-10	+2	-7	+4	+2	181	161	171
Industrial machinery, equipment, supplies distributors.....	-34	+3	-30	+1	-3	201	140	213
Professional equipment, supplies distributors.....	+10	+8	+10	+10	+1	180	178	185
Surgical, medical, hospital supply houses*.....	+4	+4	+5	+8	+7	161	146	151
Service establishment supply houses.....	-1	+6	-1	-1	-1	153	150	170
Metals, metalwork (except scrap) distributors.....	-37	+7	-37	-3	-1	278	204	298
Iron, steel and products distributors.....	-37	+7	-37	-4	-2	343	255	366
Nonferrous metals distributors.....	-36	+7	-39	+5	+1	117	80	125
Scrap, waste materials dealers.....	-40	+22	-48	0	+3	80	44	94
Iron, steel scrap dealers.....	-49	+23	-58	+7	+5	90	36	110
Waste materials dealers.....	-20	+21	-28	-8	0	69	58	79
Jewelry wholesalers*.....	-15	+6	-18	-2	-3	257	217	282
NONDURABLE GOODS, TOTAL.....	-2	+7	-2	+2	-2	102	98	112
Grocery, confectionery, meat wholesalers.....	+8	+9	+6	+2	-1	72	77	78
General-line grocery wholesalers.....	+5	+2	+5	+2	+1	95	102	97
Voluntary groups*.....	+8	+4	+7	+1	0	82	88	84
Retailer-cooperative*.....	+4	-1	+5	+3	-1	71	75	74
Nonaffiliated*.....	+7	+5	+9	+2	+2	119	127	121
Specialty-line grocery wholesalers.....	+8	+16	+3	-1	-6	70	76	84
Confectionery wholesalers.....	+2	+6	+5	+5	0	108	103	119
Meat, meat products wholesalers.....	+14	+11	+14	+15	+6	23	22	23
Farm products (edible) distributors.....	+14	+14	+8	+5	+3	25	25	28
Poultry, poultry products distributors.....	+25	+13	+18	-6	-1	23	27	29
Fresh fruit, vegetable wholesalers.....	+10	+15	+3	+11	+4	25	25	28
Beer, wine, distilled spirits wholesalers.....	0	+10	+2	0	+6	127	125	133
Beer, ale distributors.....	0	+14	-1	-3	+8	63	65	68
Wine distilled spirits wholesalers.....	+1	+8	+3	+1	+5	163	157	166
Drugs, chemicals, allied products wholesalers.....	-1	+9	-1	+7	+1	143	135	152
Drug wholesalers (general and specialty lines).....	+3	+8	+2	+7	0	151	148	164
Industrial chemicals, explosives wholesalers.....	-7	+8	-5	+15	+4	118	99	120
Paint, varnish wholesalers.....	-12	+16	-10	-6	0	173	171	184
Tobacco distributors.....	+1	+8	+1	+1	0	57	60	61
Dry goods, apparel wholesalers.....	-9	+4	-4	-8	-3	206	189	213
Clothing, furnishings, footwear wholesalers.....	-2	+15	+2	-7	-6	162	144	183
Dry goods wholesalers (general and specialty lines).....	-13	-3	-6	-6	+1	258	232	250
Piece goods converters*.....	-13	+3	-10	-12	-5	193	194	220
Paper, allied products wholesalers.....	-3	+5	-1	-2	0	121	120	127
Paper wholesalers.....	0	+5	+2	-1	0	117	116	127
Stationery, wallpaper wholesalers*.....	-11	+5	-9	-4	0	157	151	164
Farm products (raw materials) merchants*.....	-9	+2	-11	+6	-13	168	131	187
Other nondurable goods wholesalers*.....	-14	+7	-10	+6	+1	100	78	104
Amusement, sporting goods distributors.....	-6	+5	+3	+11	+2	223	204	227
Book, magazine, newspaper wholesalers*.....	+9	+2	+11	+12	+5	126	95	111
Coal wholesalers.....	-21	-12	-15	0	-19	58	54	59
Farm supplies wholesalers.....	-10	+18	-11	-1	-4	121	105	154

* See text, page 8.

UNITED STATES, BY GEOGRAPHIC DIVISION

SALES OF MERCHANT WHOLESALERS
FIRST QUARTER 1958 COMPARED WITH FIRST QUARTER 1957



UNITED STATES (-10)

STOCKS—SALES RATIOS OF MERCHANT WHOLESALERS IN SELECTED KINDS OF BUSINESS MARCH 1958 COMPARED WITH MARCH 1957

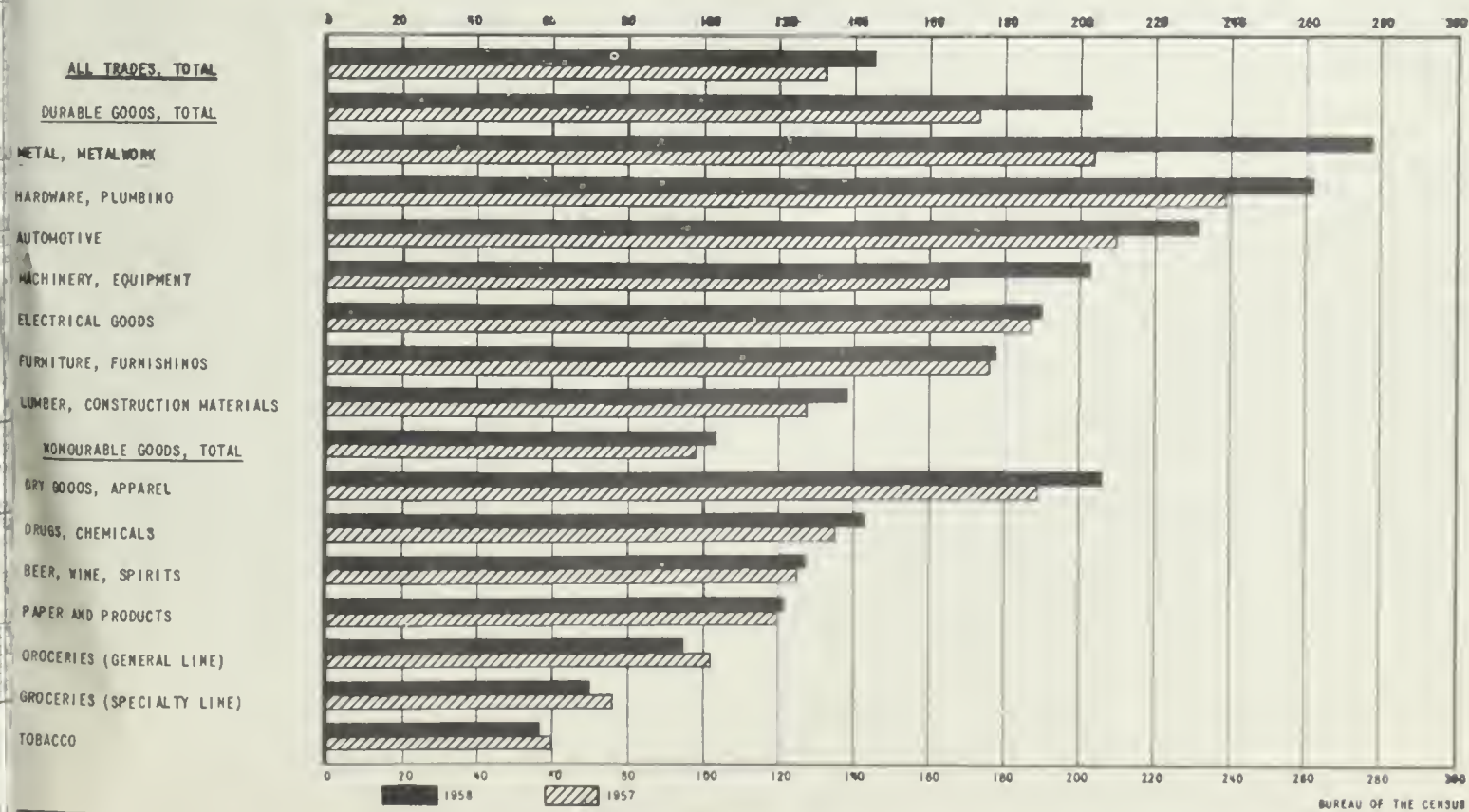


Table 3.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS

MARCH 1958

Kind of business and geographic division (see map page 5)	Sales*			Inventory, end-of-month (at cost)		Stock-sales ratios (percent)		
	Percent change			Percent change, Mar. 1958 from--		Mar. 1958	Mar. 1957	Feb. 1958
	Mar. 1958 from--		3 mo. 1958 from 3 mo. 1957	Mar. 1958 from--				
	Mar. 1957	Feb. 1958		Mar. 1957	Feb. 1958			
MERCHANT WHOLESALERS, TOTAL.....	-9	+8	-10	-1	-1	145	132	158
New England.....	-10	+5	-8	-4	-2	140	133	149
Middle Atlantic.....	-11	+8	-10	-5	-1	119	108	129
East North Central.....	-9	+9	-11	0	-2	145	131	156
West North Central.....	-3	+10	-3	-5	-2	136	139	152
South Atlantic ¹	-7	+12	-8	0	-3	157	146	181
East South Central.....	-3	+11	-7	+9	-2	176	156	196
West South Central.....	-11	+2	-10	+2	-4	179	153	188
Mountain ¹	-1	+5	+1	+10	+1	197	176	203
Pacific.....	-7	+11	-7	-2	+3	142	136	156
Automotive equipment, tire-tube wholesalers.....	+6	+4	+8	+2	+1	240	226	258
Middle Atlantic.....	-4	+9	+2	0	-1	184	174	209
East North Central.....	-12	+3	-5	+2	0	311	261	314
West North Central.....	+2	+5	0	+3	+1	271	272	284
South Atlantic.....	-1	+3	-1	+2	+4	214	210	221
East South Central.....	-6	+7	+1	+8	+1	270	237	289
West South Central.....	+3	+5	0	-1	0	226	238	239
Mountain.....	+11	+1	+1	+5	+2	302	304	316
Pacific.....	-8	+12	-2	+7	0	252	226	286
Electrical apparatus, supplies distributors.....	-10	+1	-11	-14	-3	183	181	187
New England.....	-15	+5	-19	(X)	-3	(X)	(X)	(X)
Middle Atlantic.....	-8	+4	-8	-12	-5	158	161	179
East North Central.....	-19	-2	-14	-13	-8	195	179	199
West North Central.....	-16	+5	-18	-15	+1	212	211	229
South Atlantic.....	-23	-1	-20	-25	-6	186	184	190
East South Central.....	+6	+6	-15	-9	-2	165	170	184
West South Central.....	-14	-5	-11	-16	-3	210	210	196
Mountain.....	+9	0	-7	+1	+5	170	181	163
Pacific.....	-9	0	-8	-14	+7	158	157	142
Elect. appliances, TV, radio sets, electronic parts distributors...	-6	+3	-9	-11	0	198	193	214
New England.....	-16	+6	-15	-14	-4	194	198	224
Middle Atlantic.....	-8	+4	-8	-25	+1	185	214	194
East North Central.....	-20	+1	-18	-10	-3	188	167	195
West North Central.....	-4	+2	-11	+3	0	225	201	219
South Atlantic.....	-18	+15	-19	-17	-1	220	217	253
East South Central.....	-15	-3	-8	0	+4	297	257	299
West South Central.....	-12	+6	-7	-8	+4	156	158	166
Pacific.....	-7	+12	-9	-6	+1	178	176	192
Furniture, home furnishings wholesalers.....	-10	+10	-1	+14	-8	155	128	203
Middle Atlantic.....	-13	+12	-14	-1	+1	170	148	186
East North Central.....	-11	+9	-7	-10	+5	188	194	192
West North Central.....	-5	+7	-4	-12	-2	166	169	182
South Atlantic.....	-5	+7	-2	-7	0	173	192	200
East South Central.....	-29	(X)	-21	-15	+3	201	209	224
West South Central.....	0	+2	-3	(X)	+5	191	192	172
Pacific.....	-8	+6	-6	-10	-2	188	206	211
Hardware wholesalers.....	-11	+13	-11	-6	0	274	258	305
New England.....	-18	+15	-13	-8	+3	315	292	353
Middle Atlantic.....	-8	+14	-11	-4	-4	254	256	306
East North Central.....	-21	+12	-17	-10	-2	252	226	286
West North Central.....	+4	+17	+3	-7	0	277	273	327
South Atlantic.....	-6	+17	-10	0	-1	333	315	392
East South Central.....	-11	+8	-14	-8	-1	250	249	277
West South Central.....	-8	+8	-9	-4	0	300	289	327
Mountain.....	-14	+17	-12	-4	+4	340	307	357
Pacific.....	-11	+5	-5	+1	+8	259	230	253
Plumbing, heating equipment, supplies distributors.....	-13	+6	-10	-6	-1	246	217	265
New England.....	-8	-2	-11	(X)	-3	(X)	(X)	(X)
Middle Atlantic.....	-14	+11	-12	-6	-1	244	218	267
East North Central.....	-18	+7	-16	-6	-1	286	243	312
West North Central.....	-13	+16	+2	-15	+4	289	295	319
South Atlantic.....	-12	+12	-8	-16	-2	214	199	266
East South Central.....	+15	+20	-2	(X)	+3	235	231	247
West South Central.....	-7	(X)	-7	-18	0	182	157	188
Mountain.....	(X)	+8	(X)	+1	-4	343	218	334
Pacific.....	-11	+1	-7	-8	-2	204	188	209
Lumber, construction materials distributors.....	-17	+26	-17	-4	0	138	127	163
Middle Atlantic.....	-15	+22	-19	+19	+1	142	143	200
East North Central.....	-10	+45	-15	-5	-2	179	145	225
West North Central.....	-16	+20	-12	0	+1	124	158	161
South Atlantic.....	-4	+19	-15	-4	+3	63	74	81
West South Central.....	-1	+16	-3	-9	0	149	133	176
Mountain.....	-12	+8	-2	+5	+1	132	130	155
Pacific.....	-8	+10	-15	-2	+2	98	93	111

See page 7 for footnotes.

Table 3.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS --Continued

MARCH 1958

Kind of business and geographic division (see map page 5)	Sales*			Inventory, end- of-month (at cost)		Stock-sales ratios (percent)		
	Percent change							
	Mar. 1958 from--		3 mo. 1958 from 3 mo. 1957	Percent change, Mar. 1958 from--		Mar. 1958	Mar. 1957	Feb. 1958
	Mar 1957	Feb. 1958		Mar. 1957	Feb. 1958			
Industrial machinery, equipment supplies distributors.....	-34	+3	-30	+1	-3	201	140	213
New England.....	(X)	+16	(X)	-14	+4	256	247	279
Middle Atlantic.....	-23	-4	-18	+10	-2	175	114	157
East North Central.....	-24	-2	-29	-5	+1	191	148	189
West North Central.....	-30	-5	-20	-9	-6	189	143	203
South Atlantic.....	(X)	+1	(X)	-5	-3	179	116	235
East South Central.....	-9	(X)	-46	(X)	-5	99	105	158
West South Central.....	-36	+3	-37	+5	-3	230	139	247
Mountain.....	-18	-9	-6	+4	+3	199	176	173
Pacific.....	-26	+12	-14	+1	-3	241	158	265
General-line grocery wholesalers.....	+5	+2	+5	+2	+1	95	102	97
New England.....	+3	+5	+2	-2	+7	107	107	105
Middle Atlantic.....	+6	+5	+3	+1	+2	96	102	98
East North Central.....	+7	+2	+11	-5	-4	76	88	82
West North Central.....	+9	+4	+9	-2	+3	84	93	84
South Atlantic.....	+7	+9	+5	+7	-1	119	123	125
East South Central.....	+11	+4	+7	+1	0	117	129	121
West South Central.....	+7	+2	+13	+13	+6	112	104	109
Mountain.....	+3	-6	+6	-5	-3	108	118	104
Pacific.....	+6	+4	+5	+10	+7	78	82	80
Specialty-line grocery wholesalers.....	+8	+16	+3	-1	-6	70	76	84
New England.....	(X)	+5	(X)	(X)	+10	84	108	74
Middle Atlantic.....	+5	+8	+1	-11	-5	67	70	74
East North Central.....	+9	+11	+5	+9	-4	81	84	93
West North Central.....	+6	+7	+7	+6	-14	92	114	102
South Atlantic.....	+12	(X)	+5	(X)	-11	47	44	100
East South Central.....	+7	-3	+8	-24	-19	61	79	70
Pacific.....	-6	+11	-5	-23	-1	34	48	45
Cash fruit, vegetable wholesalers.....	+10	+15	+3	+11	+4	25	25	28
New England.....	+10	+24	+10	(X)	+3	17	16	19
Middle Atlantic.....	-1	+13	-2	(X)	0	16	15	18
East North Central.....	+11	+17	+2	+2	+9	16	17	17
South Atlantic.....	+6	+10	+5	+21	(X)	24	21	25
East South Central.....	+2	+19	+3	(X)	+27	(X)	(X)	(X)
West South Central.....	+12	+15	+6	-7	+5	24	27	27
Pacific.....	+24	+19	+9	+10	+2	40	39	45
Clothing wholesalers (general and specialty lines).....	+3	+8	+2	+7	0	151	148	164
New England.....	-6	+2	-3	(2)	(2)	(2)	(2)	(2)
Middle Atlantic.....	-5	+7	-2	(2)	(2)	(2)	(2)	(2)
East North Central.....	+3	+9	0	(2)	(2)	(2)	(2)	(2)
West North Central.....	+3	+4	+4	(2)	(2)	(2)	(2)	(2)
South Atlantic.....	-1	+2	+2	(2)	(2)	(2)	(2)	(2)
East South Central.....	+2	+6	+8	(2)	(2)	(2)	(2)	(2)
West South Central.....	-3	-3	+8	(2)	(2)	(2)	(2)	(2)
Mountain.....	+8	+7	+5	(2)	(2)	(2)	(2)	(2)
Pacific.....	+6	+14	+3	(2)	(2)	(2)	(2)	(2)
Accessory distributors.....	+1	+8	+1	+1	0	57	60	61
New England.....	-5	+6	+2	(X)	-8	53	68	67
Middle Atlantic.....	+6	+10	+5	-4	0	52	58	57
East North Central.....	+4	+7	+4	+16	+1	59	54	63
West North Central.....	+9	+3	+2	-7	-4	60	70	64
South Atlantic.....	(X)	+6	(X)	+5	-1	63	69	67
East South Central.....	+1	+6	+6	+4	+4	52	50	53
West South Central.....	+4	+5	+5	+4	+2	56	58	58
Pacific.....	+5	+9	+7	+8	+7	59	62	56
Food, apparel wholesalers.....	-9	+4	-4	-8	-3	206	179	219
New England.....	-6	+1	-2	(X)	-6	215	163	221
Middle Atlantic.....	-10	0	-8	-10	-3	200	191	212
East North Central.....	-1	+29	-10	-1	-4	225	225	246
West North Central.....	-7	+15	+7	-7	-1	198	198	206
South Atlantic.....	-3	(X)	-6	-7	+2	164	184	198
East South Central.....	(X)	+9	(X)	(X)	(X)	(X)	(X)	(X)
Pacific.....	(X)	-6	(X)	(X)	(X)	(X)	(X)	(X)

X Withheld due to extreme variation of reported data.

* See text, page 8.

1 Percent changes shown in Table 3, February 1958 report, for the South Atlantic and Mountain Divisions, respectively, should be changed from -7 to -8 and from 0 to +1 in column "Sales, 2 months 1958 from 2 months 1957."

2 Due to incomplete reporting, inventory data by geographic division are being withheld and United States data for this trade are subject to revision.

3 Geographic division data will be included in the April 1958 report.

DESCRIPTION OF SAMPLE, ESTIMATING PROCEDURE, AND RELIABILITY OF THE DATA

1. Scope of Survey

This survey is limited to merchant wholesalers, which constitute the major portion of the broad field of wholesale trade, and excludes other types of wholesale trade such as manufacturers sales branches and sales offices; petroleum bulk stations; agents and brokers and assemblers of farm products. All kinds of business in which merchant wholesalers operate are represented in this survey.

Merchant wholesalers are defined in the Standard Industrial Classification Manual issued by the Bureau of the Budget, Executive Office of the President, as "Establishments usually known as wholesalers, merchant wholesalers or jobbers, primarily engaged in buying, taking title to, and where customary, physically storing and handling goods and selling the goods at wholesale principally to retailers and industrial and commercial users. This group also includes industrial and distributors, exporters, and importers, cash-and-carry wholesalers; drop shippers, wagon distributors, etc. The establishments included in this group may perform operations on the goods incidental to the wholesale trading and delivery, such as installing equipment, and fixtures; and collecting and baling waste materials." Firms which, in addition to merchant wholesale establishments, operate other types of establishments, e.g., retail, manufacturing, etc., report in this survey only for their merchant wholesale establishments. A description of each kind-of-business classification shown in this report is included on pages 10 through 12.

2. Sample Design

Firms reporting in the survey are part of a probability sample representing merchant wholesalers in all kinds of business. The sample, which includes over 17,000 firms (about 26,000 establishments) is drawn from two sources: (1) 1954 Census of Business lists representing all wholesalers (with paid employees) in business in 1954 and (2) Bureau of Old Age and Survivors Insurance (BOASI) lists of wholesalers (with paid employees) entering business (or requesting new Employer Identification Numbers) since 1954. The sample is supplemented twice a year for new firms on the BOASI lists.

The reporting panel includes a fixed panel of about 1,400 very large firms reporting monthly and four rotating panels each containing about 3,900 smaller firms which report every fourth month. In any given month, the total reporting panel includes about 5,300 firms.

The number of firms selected in the sample for each kind of business varies from 150 to 650 firms, depending upon (a) the total number of firms in the trade, (b) and distribution of firms within the trade by sales size, and (c) whether geographic division trends are to be shown for the trade. In those kinds of business for which percentage changes are shown by geographic division, the sample chosen for the national estimates was increased by about 50 percent to provide wider representation by geographic division. In some of these trades, however, data are not shown separately for some geographic divisions because even this increase in the sample size will not provide reliable results in all geographic divisions.

3. Published Data

Sales.--This report includes monthly dollar volume estimates of sales by kind of business for the United States as a whole (Table 1) and sales trends (percent changes) derived from these estimates (Table 2). Sales trends are shown in Table 2 for some detailed kind of businesses for which estimates are not shown separately in Table 1. For these kinds of business (identified by * in Table 2) the trends are based only on the weighted sales of identical firms (i.e., firms reporting data for each of the months for which comparisons are made). Sales trends by geographic division are also shown for selected kinds of business (Table 3). In Table 3, the trends for geographic division are based on

weighted sales of identical firms; however, sales trends the United States level are derived from the dollar volume estimates shown in Table 1.

Sales include sales of merchandise and receipts from repairs or other services to customers, after deducting returns and allowances, and discounts. Sales of merchandise to others on a commission basis are also included. Local and State sales taxes, and Federal excise taxes are included.

Inventories.--This report presents inventory trends by kind of business for the United States as a whole (Table 2) and by geographic division (Table 3). These inventory trends are based on the weighted inventories of identical firms (i.e., firm reporting data for each of the months compared).

Inventories represent stocks, at cost, of merchandise on hand for sale at the end of the month.

Stock-sales ratios.--These are presented by kind of business for the United States as a whole (Table 2) and by geographic division (Table 3). The stock-sales ratios are percentages derived by dividing weighted stocks, at cost, by weighted sales for only those firms reporting inventories in conjunction with sales in all three periods compared. Excluded from these ratios were all firms which report "zero" inventories (e.g., drop shippers). No adjustment is made in these calculations for the markup of sales, which varies from trade to trade. Stock-sales ratios for previous months shown in the current report may differ from those published in previous reports since the reporting panel varies.

4. Estimating Procedure

Each firm selected in the sample has an assigned weight which reflects its probability of selection in the sample. Large firms are selected with certainty, thus having a weight of one (1). Other firms are sampled at varying rates depending upon size, with smaller firms having a lower probability of selection and thus a larger weight.

For most firms reporting, data are available for each of three months (current, previous, and year ago). New firms reporting provide data for at least two months (current and previous). Sales and inventory figures reported for each firm are multiplied by its weight (the reciprocal of its probability of selection) and the results summarized to obtain the dollar volume estimates, percentage changes and stock-sales ratios shown in this report.

Volume estimates.--The summation of the weighted reports of sales for each monthly panel provides unbiased dollar volume estimates, by kind of business, for two months--the current month and the preceding month. However, the published estimate is a "composite" of two estimates (a) the unbiased estimate for the current month obtained from the summation of the current month reports and (b) a ratio estimate obtained by multiplying the "composite" estimate for the previous month by the ratio of the current month unbiased previous month unbiased estimates obtained from the summation of the current reports. The unbiased estimate (a) receives a weight of .3 while the ratio estimate (b) receives a weight of .7. The resulting weighted average provides a "composite" estimate of the dollar volume of sales considerably more reliable than either of the two estimates taken alone.

Percentage changes.--Two types of percentage change figures are presented in this report, viz., (1) percentage changes derived from dollar volume estimates (2) percent changes based on the weighted data from identical firms (i.e., the reporting data for each of the months for which comparisons are made). The percentage changes based on identical firms, however, should not be regarded as an unbiased measure of percentage change. Since only those establishments reporting in both periods compared are included, the net change due to births and deaths is not reflected in the ratio shown.

DESCRIPTION OF SAMPLE, ESTIMATING PROCEDURE, AND RELIABILITY OF THE DATA--Continued

5. Reliability of the Data

Estimates based on a sample are subject to sampling variability and thus are not expected to be in exact agreement with a complete census taken with the same enumeration procedures. For all trades combined, the sampling variability of the "composite" sales estimates for any individual month, is less than one percent at the one sigma level. That is, say, the chances are about two out of three that the estimated sales shown would differ by less than one percent from the results of a complete enumeration. The variability of estimates for kind-of-business groups and individual kinds of business is generally higher than for total merchant wholesale trade but for most trades the sampling variability is less than 5 percent at the one sigma level. Table 4 presents these sampling variabilities of the estimates for September, October, November and December 1957. Since these measures are also subject to sampling variability due to sampling.

The sampling variability of the ratios based on weighted identicals has not been evaluated. However, where these ratios are based on a small number of reports (viz., trends by geographic division) the sampling variability is usually quite high.

These measures do not include biases that may arise from other nonsampling errors, such as failure of respondent to submit correct figures or to submit a report in time for tabulation. In preparing the dollar volume estimates, as estimate is included for those firms that fail to respond. To the extent that the estimates for these firms may differ from the actual figures, nonresponse affects the reliability of the dollar volume estimate. As a result, dollar volume estimates are not published separately in a few trades where the nonresponse rate was considered too high to provide reliable level estimates. Approximately 10 percent of the total sales are imputed for nonresponse.

Table 4.--SAMPLING VARIABILITY--MONTHLY ESTIMATES OF SALES OF MERCHANT WHOLESALERS, BY KIND OF BUSINESS

Kind of business	Sampling error of monthly dollar value of sales				Sampling error of the ratio of sales in two consecutive months	Kind of business	Sampling error of monthly dollar value of sales				Sampling error of the ratio of sales in two consecutive months		
	1957						Dec. 1957 from Nov. 1957 (percent)	1957				Dec. 1957 from Nov. 1957 (percent)	
	Sept.	Oct.	Nov.	Dec.				Sept.	Oct.	Nov.			Dec.
MERCHANT WHOLESALERS, TOTAL.....	0.6	0.7	0.9	0.8	0.6	NONDURABLE GOODS, TOTAL.....	1.0	1.2	1.2	1.2	0.9		
DURABLE GOODS, TOTAL.....	0.8	0.9	1.0	1.2	0.9	Grocery, confectionery, meat.....	2	2	2	2	2		
Automotive.....	4	3	4	3	2	General-line grocery.....	3	3	2	2	1		
Automotive equipment, tire-tube.....	4	3	4	4	2	Specialty-line grocery.....	5	5	6	7	3		
Electrical, electronics, appliances....	2	2	2	3	2	Confectionery.....	4	6	5	4	3		
Electrical apparatus, supplies.....	3	3	2	3	2	Meat, meat products.....	5	4	4	4	2		
Electrical appliances, TV, radio sets, electronic parts.....	4	3	3	4	3	Farm products (edible).....	4	3	3	3	2		
Furniture, home furnishings.....	3	2	2	3	2	Poultry, poultry products.....	5	4	5	4	3		
Furniture wholesalers.....	6	5	5	5	3	Fresh fruit, vegetables.....	4	3	4	5	4		
Home furnishings, floor coverings....	4	3	3	4	3	Beer, wine, distilled spirits.....	2	2	2	2	2		
Hardware, plumbing-heating goods.....	2	2	2	2	1	Beer, ale.....	3	3	4	4	3		
Hardware.....	2	2	2	2	2	Wine, distilled spirits.....	3	3	3	3	3		
Plumbing, heating equipment, supplies.....	4	2	3	3	2	Drugs, chemicals, allied products.....	2	2	2	2	2		
Lumber, construction materials.....	2	3	3	3	2	Drugs (general and specialty lines)..	3	2	2	3	2		
Lumber, millwork.....	5	5	6	6	4	Industrial chemicals, explosives.....	3	3	4	4	3		
Construction materials.....	3	3	4	4	3	Paint, varnish.....	4	4	6	5	3		
Machinery, equipment, supplies.....	2	2	2	3	2	Tobacco.....	2	2	2	2	2		
Industrial machinery, equipment, supplies.....	4	5	5	5	3	Dry goods, apparel.....	2	3	3	4	2		
Professional equipment, supplies....	5	4	4	6	5	Clothing, furnishings, footwear.....	6	6	6	8	6		
Service establishments supply houses.	6	4	4	4	3	Dry goods (general and specialty-lines).....	5	5	4	6	5		
Metals, metalwork (except scrap).....	2	2	3	4	3	Paper, allied products.....	3	2	3	3	2		
Iron, steel and products.....	3	3	4	7	6	Paper.....	3	2	3	3	2		
Nonferrous metals.....	5	3	3	3	1	Amusement, sporting goods.....	5	5	5	3	3		
Scrap, waste materials.....	4	3	4	5	3	Coal wholesalers.....	4	4	5	5	2		
Iron, steel scrap.....	3	3	5	6	4	Farm supplies wholesalers.....	4	5	5	4	2		
Waste materials.....	7	5	4	7	4								

Note: The above table provides approximate measures of the sampling variability of the dollar volume estimates of sales and of the ratio between sales for the two consecutive months specified. The ratio between sales for two consecutive months generally has a smaller sampling error than the level estimates in those months. These sampling errors are themselves subject to sampling variability and thus should be regarded as giving a general rather than exact idea of the variability due to sampling. Differences from month to month may be due to this error in the estimates of sampling error. Differences may also result from seasonal or cyclical fluctuations in the sales of individual firms (see page 2, for statement on nonsampling errors).

The sampling errors shown above can be converted to a range by the following computation: Multiply the sampling error by the estimate (whether it is a dollar volume estimate or a ratio). Add and subtract the resulting product from the published estimate. The resulting range is expected to include the "expected value" at least, the value which could be obtained from a complete enumeration about two out of three times. Doubling the sampling error and repeating the above process will give a range which will include the "expected value" about 19 out of 20 times.

To illustrate the computation of these ranges for monthly dollar volume estimates, consider the estimate made for all durable goods in December 1957. The published estimate is \$3,656 million while the sampling error shown for this month is 1.2 percent (or .012). Multiplying \$3,656 million by .012, we obtain \$44 million. Thus, the chances are two out of three that the "expected value" of the estimate is between \$3,612 and \$3,700 million. Doubling the given sampling error gives us the limits, \$3,568 to \$3,744 million, which will contain the "expected value" 19 out of 20 times.

As an example of the use of these sampling error data with ratios, consider the ratio of change from November 1957 to December 1957 for all durable goods. This ratio of change, obtained by dividing \$3,656 million by \$3,977 million, is 0.94 (it can also be expressed as a 6 percent decrease). The sampling error of this statistic is 0.9 percent (.009). Multiplying 0.94 by .009, we obtain .008 as the standard error of the ratio. There is a probability of two out of three that the "expected ratio" is contained in the range 0.93 to 0.95 while there is a probability of 19 out of 20 that the "expected ratio" is contained in the range 0.92 to 0.96.

DESCRIPTION OF KINDS OF BUSINESS

All kinds of business in which merchant wholesalers operate are represented in this survey. The kinds of business shown in this report parallel broad classifications used in the 1954 Census of Business covering wholesale trade. Each establishment in this survey has been assigned a kind-of-business classification based upon its trade designation and an analysis of its sales by commodity lines as reported to the Bureau of the Census. A description of each kind-of-business classification in this report is given below.

DURABLE GOODS

Automotive wholesalers

Motor-vehicle distributors.--Merchant wholesale establishments primarily engaged in selling new and used passenger automobiles and similar motor vehicles, road-type trucks, truck tractors, busses, trailers, and semitrailers to dealers or to fleet operators, industrial accounts, and to commercial users. Dealers in road-type trucks, truck tractors, and truck trailers are included here on the basis of kind-of-goods sold.

Automotive equipment, tire-tube wholesalers.--Merchant wholesale establishments--frequently referred to as jobbers in this trade--primarily engaged in selling automotive equipment, accessories, parts, tires, tubes and garage equipment and tools.

Electrical, electronics, appliance distributors

Electrical apparatus, supplies wholesalers.--Merchant wholesale establishments selling a general line of electrical equipment and apparatus; wiring supplies and construction materials; lighting fixtures and lamps; radio and television sets and accessories; electric refrigerators and other electrical appliances and specialties; and electronic parts and equipment; and those primarily engaged in selling such electrical equipment and apparatus; wiring supplies and construction materials, and lighting fixtures and lamps, as conduits and fittings, interior wires and cables, wiring devices, safety switches, poles, crossarms, pole-line hardware, outside wires and cables, residential, commercial, and industrial lighting fixtures, and incandescent and fluorescent lamps. Establishments specializing in the sale of electrical prime movers and other electrical power equipment for the generation, transmission, or utilization of electric energy are also included.

Electrical appliances, TV, radio sets, electronic parts distributors.--Merchant wholesale establishments primarily engaged in selling such electrical appliances and specialties as radio and television sets, dish washers, electric refrigerators, electric ranges, washing machines, ironers, radio and television parts and accessories, home freezers, sewing machines, hot water heaters, electric irons, percolators, clocks, hotplates, vacuum cleaners, etc., and electronic tubes, electronic replacement parts and accessories, and transmission and sound equipment.

Furniture, home furnishings wholesalers

Furniture wholesalers.--Merchant wholesale establishments primarily engaged in selling home or office furniture--wooden, metal or other.

Home furnishings, floor coverings wholesalers.--Merchant wholesale establishments primarily engaged in selling household china, glassware, and earthenware; floor coverings (carpets, rugs, linoleums, etc.); antique home furnishings; and miscellaneous home furnishings such as brooms, brushes, curtains, draperies, pictures and picture frames, window shades, kitchen utensils, phonograph records, and musical instruments.

Hardware, plumbing, heating goods wholesalers

Hardware wholesalers.--Merchant wholesale establishments selling a general line of merchandise sufficiently broad to service retail hardware stores and the hardware departments of other outlets--general-line hardware wholesalers; and establishments primarily engaged in selling builders hardware, heavy hardware, shelf or light hardware, and hardware

specialties such as tools, cutlery, bolts, nuts, rivets, screws, padlocks, keys, and the like--specialty-line hardware wholesalers.

Plumbing, heating equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling plumbing and heating equipment and supplies such as plumbing fixtures, including sanitary ware; steam and hot water heating boilers, radiators, parts, and fittings; stoves, ranges, furnaces, and other types of heating apparatus (except electric); oil burners; gas appliances and supplies; plumbing pipe, valves, and fittings; and plumbers brass goods.

Lumber, construction materials distributors

Lumber, millwork wholesalers.--Merchant wholesale establishments primarily engaged in selling lumber and millwork such as rough, dressed, and finished lumber; sheathing, siding, flooring, shingles, plywood, veneers, doors, sashes, frames, interior woodwork and trim.

Construction materials distributors.--Merchant wholesale establishments primarily engaged in selling such construction materials as brick, tile, and terra cotta; cement, lime and plaster; building glass; sand, gravel, and crushed stone; ready-mixed concrete; roofing, siding and insulation; and stone, slate, concrete products, and building board.

Machinery, equipment, supplies distributors

Air conditioning, commercial refrigeration equipment distributors.--Merchant wholesale establishments primarily engaged in selling commercial refrigeration equipment (including electric) such as refrigerators, display cases, freezers, dispensers, water coolers, food locker equipment, and those selling air conditioning and ventilating equipment and supplies, including fans, blowers, and accessories. Establishments specializing in the sale of commercial refrigeration components and accessories are also included in this classification.

Commercial machines, equipment distributors.--Merchant wholesale establishments primarily engaged in selling office machines and equipment (except furniture) such as adding machines, typewriters, addressing, duplicating, sealing, computing, stapling, accounting, and statistical machines; restaurant and hotel equipment such as coffee urns, steam tables, china, glassware, silverware, linens, and related items; store machines and fixtures such as display fixtures, show racks, pricing equipment, cash registers, scales, meat slicers and grinders, coffee grinders, etc.; and such related equipment as florists' supplies, theater supplies and equipment, and parking meters. Establishments primarily engaged in selling to users are included, as well as those selling to dealers.

Industrial machinery, equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling machinery, equipment, and supplies to manufacturing and mining concerns. Included here are establishments selling industrial machinery; industrial belting, hose, and packing; machine tools, mine and mill supplies; oil well and oil refining supplies; printing machinery and supplies; industrial rope, cordage, and twine; industrial materials, handling equipment; power transmission equipment; and machinery and equipment for such industries as food products, woodworking, shoe manufacturing, tanning, textile, and paper and pulp.

Professional equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling dental supplies (chairs, sterilizers, cabinets, instruments, dental gold and alloys, waxes, teeth, and the like); religious supplies (church goods and religious articles such as statuary, vestments, fonts, candles, religious pictures, calendars, literature, etc.); school equipment and supplies (desks, blackboards, chalk, rulers, wall and globe maps, etc.); optical goods; surgical, medical, hospital supplies and equipment; artists supplies; engineering instruments and supplies; and supplies for other professions.

Surgical, medical, hospital supply houses.--Merchant wholesale establishments primarily engaged in selling surgical and medical instruments; doctors apparatus and equipment; orthopedic appliances; artificial limbs; operating room and other hospital equipment; X-ray machines and accessories and other scientific instruments used by physicians and in hospitals.

Service establishments, supply houses.--Merchant wholesale establishments primarily engaged in selling barber and beauty supplies; laundry, dry cleaning equipment, supplies washing, drying, ironing, and pressing machines; laundry soaps and chemicals; dry cleaning fluids, marking equipment, etc.); shoe service supplies and equipment, undertakers supplies (caskets, burial vaults, burial garments, embalming chemicals and preparations, and other morticians and funeral equipment); upholsterers supplies (fabrics, leather and fillings, and other types of supplies used in the upholstery trade); and miscellaneous service equipment, such as janitors' supplies, furriers' supplies, bootblack's supplies, and hat cleaners' supplies.

Other machinery, equipment supplies distributors (not shown separately in accompanying table).--Merchant wholesale establishments primarily engaged in selling (a) transportation equipment such as aircraft and aeronautical equipment, supplies; railroad equipment, supplies; marine equipment, supplies; and other transportation equipment and supplies; (b) construction machinery, equipment such as road building machinery, excavating and dredging machinery, derricks, cranes, hoists, and winches; and related construction equipment as pneumatic hammers, concrete construction clamps and forms, scaffolding, chutes, and wheelbarrows--but not construction materials, and (c) farm-garden machinery, equipment (including tractors) used in the preparation and maintenance of the soil, the planting and harvesting of crops, and other operations and processes pertaining to agriculture; dairy machinery and equipment, such as milking machines and cream separators; poultry equipment, such as incubators, brooders, and feeders and irrigation equipment.

Metals, metalwork (except scrap) distributors

Iron, steel, and products distributors.--Merchant wholesale establishments usually referred to as steel warehouses primarily engaged in selling iron and steel products such as semifinished forms and shapes, plates, sheets, strips, bars, structural shapes, piling, nails, tubular products, pipe products, forgings and castings. Steel warehouses of firms operating steelworks and rolling mills are also included here.

Nonferrous metals distributors.--Merchant wholesale establishments primarily engaged in selling nonferrous metals and metalwork such as aluminum, copper, tin, brass, lead and zinc.

Scrap, waste materials dealers

Iron, steel scrap dealers.--Merchant wholesale establishments primarily engaged in assembling, breaking up, sorting, and selling all forms of iron and steel scrap.

Waste materials dealers.--Merchant wholesale establishments primarily engaged in assembling, sorting, and selling such waste materials as nonferrous scrap metals, waste paper, rags, wiping cloths, textile wastes, scrap rubber, and other waste and salvage materials. Scrap iron and steel may be handled as secondary lines.

Jewelry wholesalers

Jewelry wholesalers.--Merchant wholesale establishments primarily engaged in selling a general- or specialty-line jewelry such as clocks and watches; precious stones and metals; watch materials, jewelers supplies; costume jewelry; and miscellaneous items such as silverware, plated ware, medals, trophies, semiprecious stones, and insignia.

NONDURABLE GOODS

Grocery, confectionery, meat wholesalers

General-line grocery wholesalers.--Merchant wholesale establishments handling a general line of dry groceries and

processed foods usually sold in retail grocery stores, such as canned foods, flour, sugar, coffee, tea and spices, as well as such nonfood items as household chemicals, soaps and detergents, paper products, brooms, brushes, etc. Voluntary group wholesalers, retailer-cooperative warehouses, and cash-and-carry depots are included, as well as nonaffiliated general-line grocery wholesalers.

Specialty-line grocery wholesalers.--This classification includes two general types of merchant wholesale establishments: Those handling a combination of grocery items, no one item predominating, but not a sufficiently broad line of commodities to be classified as "general line"; and those primarily engaged in selling specialized lines of groceries and related products, such as canned foods; coffee, tea, and spices; dairy products; dried fruits and nuts; frosted and frozen foods; fish and seafood; bakery products; packaged breakfast cereals; flour; cooking oils and shortening; and soft drinks.

Confectionery wholesalers.--Merchant wholesale establishments primarily engaged in selling candy, chewing gum, popcorn, potato chips, salted nuts, fountain fruits and syrups, and related items. Cigars, cigarettes, and other products are also frequently handled as secondary lines.

Meat, meat products wholesalers.--Merchant wholesale establishments primarily engaged in selling fresh, frozen, cured or processed (but not canned) meats, lard, and other edible meat products. Secondary lines such as butter, cheese, eggs, dressed poultry, vegetable shortening, and canned meats are frequently handled.

Farm products (edible) distributors

Poultry, poultry products distributors.--Merchant wholesale establishments primarily engaged in selling live or dressed poultry, eggs, and related products. Establishments primarily engaged in dressing poultry are considered manufacturers.

Fresh fruit, vegetable wholesalers.--Merchant wholesale establishments primarily engaged in selling fresh fruits, vegetables, berries, melons, and related items.

Beer, wine, distilled spirits wholesalers

Beer, ale distributors.--Merchant wholesale establishments primarily engaged in selling beer, ale, porter, stout and other fermented malt liquors, soft drinks, confectionery, tobacco, wines, and spirits are frequently handled as secondary lines.

Wine, distilled spirits wholesalers.--Merchant wholesale establishments primarily engaged in selling wines, whiskey, gin, rum, brandy, and other spirits, including neutral spirits and ethyl alcohol used in blending. Merchants who bottle and sell wines and distilled spirits manufactured in bulk by others, liquor departments of drug wholesalers, and State-operated wholesale outlets are included. State depots primarily engaged in supplying State liquor stores, however, are not included in wholesale trade.

Drugs, chemicals, allied products wholesalers

Drug wholesalers (general and specialty lines)

General-line drug wholesalers (not shown separately).--Merchant wholesale establishments engaged in selling a full line of drugs, pharmaceuticals, proprietary medicines, druggists rubber good, cosmetics, toiletries, drug sundries, and related merchandise. Cooperatives and voluntary group wholesalers handling a full line of drugs are also included in this classification. Liquor departments of drug wholesalers, however, are included with "Wines and distilled spirits wholesalers."

Specialty-line drug wholesalers (not shown separately).--Merchant wholesale establishments primarily engaged in selling proprietary medicines, toilet preparations, and articles such as drugs, perfumes, cosmetics, powders, shaving preparations, toilet soap, dentifrices, combs, brushes, mirrors, medical glass, bandages, rubber goods, and antiseptics.

Industrial chemicals, explosives wholesalers.--Merchant wholesale establishments primarily engaged in selling such

industrial and heavy chemicals as coal-tar chemicals, plastics, compressed and liquefied gases (except LP gas), acids, ammonia, soda, industrial alcohols, explosives, dye-stuffs, naval stores, etc. Concerns primarily engaged in selling pyrotechnics and ammunition for small arms are included in "Amusement and sporting goods wholesalers."

Paint, varnish wholesalers.--Merchant wholesale establishments primarily engaged in selling paints, varnishes, lacquers, enamels, calcimines, shellac, and stains. Glass, wallpaper, painters supplies, oils, chemicals, and related products are frequently handled as secondary lines.

Tobacco distributors

Tobacco distributors.--Merchant wholesale establishments primarily engaged in selling manufactured tobacco products such as cigars, cigarettes, chewing and smoking tobacco, and snuff. Confectionery, smokers articles, razor blades, playing cards, etc., are frequently handled as secondary lines.

Dry goods, apparel wholesalers

Clothing, furnishings, footwear wholesalers.--Merchant wholesale establishments primarily engaged in selling men's, boys' clothing, and furnishings (including suits, coats, overcoats, work clothing, hats and caps, shirts, ties, and underwear); women's, children's clothing, furnishings, and accessories (including suits, dresses, and skirts); furs and fur clothing; millinery, millinery supplies; shoes and other footwear; work clothing; and related lines.

Dry goods wholesalers (general and specialty lines)

General-line dry goods wholesalers (not shown separately).--Merchant wholesale establishments engaged in selling a diversified combination of lines usually sold in retail dry goods and general merchandise stores, including piece goods, home furnishings, work clothing, dresses, infants' wear, notions, and hosiery. Men's and women's clothing, furnishings, and millinery frequently constitute secondary lines.

Specialty-line dry goods wholesalers (not shown separately).--Merchant wholesale establishments primarily engaged in selling hosiery, underwear, piece goods, knit and lace goods, fancy linen and needlework and notions (thread, tapes, needles, pins, buttons, hair accessories, zippers, and shoe laces).

Piece goods converters.--Merchant wholesale establishments which purchase textiles in the gray or unfinished form, have them dyed and/or finished by others, usually on a contract basis, and sell to the cutting-up trade, garment makers, wholesalers, or retailers. Converters operating bleaching, dyeing, and finishing plants are not considered as merchant wholesalers.

Paper, allied products wholesalers

Paper wholesalers.--Merchant wholesale establishments primarily engaged in selling wrapping paper and other coarse paper; fine paper (writing papers, reproduction paper stock,

cover, text, thin, and other fine papers); newsprint and book paper; paperboard; and converted paper products such as bags, boxes, cups, dishes, towels, napkins, tissues, and bottle caps.

Stationery, wallpaper wholesalers.--Merchant wholesale establishments primarily engaged in selling commercial and social stationery, including envelopes, typewriter and mimeograph paper in cut sizes, file cards and folders; an office supplies such as pens, pencils, writing inks, carbon paper, paper clips, typewriter ribbons, greeting cards, and erasers; and embossed and printed wallpaper for use in covering or decorating interior walls and ceilings.

Farm products (raw materials) merchants

Farm products (raw materials) merchants.--Merchant wholesale establishments primarily engaged in selling cotton, grain, hides, skins, raw furs, livestock, leaf tobacco, wool, mohair, horses and mules, and other inedible products such as broomcorn, moss, hair, feathers, bristles, and fibers. This classification includes merchants (including terminal elevators) primarily engaged in selling raw farm products in marketing centers. Dealers buying such products direct from farmers and assembling them at local production points are classified as "assemblers" and not included here.

Other nondurable goods wholesalers

Amusement, sporting goods distributors.--Merchant wholesale establishments primarily engaged in selling cameras and photographic goods (cameras, parts, and accessories, projection apparatus, enlargers, developing and printing apparatus and accessories, sensitized unexposed photographic supplies and equipment); sporting goods (toys, games, novelties, fireworks, bicycles, sporting goods, and athletic goods); and other recreation goods such as playground equipment, billiard and bowling equipment and supplies; and hobby goods.

Book, magazine, newspaper wholesalers.--Merchant wholesale establishments primarily engaged in selling books, magazines, periodicals, newspapers, and related items.

Coal wholesalers.--Merchant wholesale establishments primarily engaged in selling bituminous coal, anthracite coal, and coke. This includes firms with coal yards as well as those selling goods shipped directly from mine to customer.

Farm supplies wholesalers.--Merchant wholesale establishments primarily engaged in selling mixed and other feeds, fertilizers, fertilizer materials, and agricultural chemicals, seeds (farm, garden, and flower); and miscellaneous farm supplies such as hay, straw, and alfalfa.

Merchant wholesalers, n.e.c.--(Not shown separately in the accompanying table.) Merchant wholesale establishments primarily engaged in selling petroleum products, cut flowers and potted plants; forest products except lumber; inedible oils and fats; textiles and materials other than dry goods; industrial yarns; crude rubber; ores; sponges; artificial leather; wood pulp; artificial flowers; and products not elsewhere classified; and establishments handling a line of merchandise too broad to be included in any of the classifications outlined above.

Ref.

MONTHLY WHOLESALE TRADE REPORT

U. S. DEPARTMENT OF COMMERCE
Sinclair Weeks, Secretary

THE LIBRARY OF THE BUREAU OF THE CENSUS
Robert W. Burgess, Director

JUN 12 1958

UNIVERSITY OF ILLINOIS

APRIL 1958

FOR RELEASE
JUNE 9, 1958

SALES AND INVENTORIES

Sales

April 1958 sales of merchant wholesalers were estimated at \$9.2 billion, an increase of 4 percent above March 1958 but 6 percent below April a year ago. Cumulative sales for the first four months of 1958 were 9 percent below sales in the comparable period of 1957.

Durable goods trades reported larger increases over March than the nondurable goods trades but showed sharper declines from year-ago sales. April 1958 sales of durable goods trades were up 6 percent over March but were 14 percent below a year ago. Sales of nondurable goods rose 2 percent over the previous month but were one percent below last April.

Large increases over March sales were reported by air conditioning distributors (28%), construction materials distributors (23%), and paint, varnish wholesalers (18%). The sharpest declines were shown by coal wholesalers (17%) and clothing, furnishings, footwear wholesalers (9%). Compared with April sales a year ago, iron and steel scrap dealers reported the biggest drop (46%). Other large declines were shown for wholesalers of iron and steel products (34%), coal (34%), waste materials (22%), and industrial machinery, equipment (22%). Substantial increases over April 1957 sales were registered by poultry distributors (26%) and meat wholesalers (22%).

All geographic divisions reported higher sales in April than in March. Compared with last April, only one geographic division--the West North Central--showed a gain (5%). All other divisions indicated declines ranging from 3 to 9 percent.

Inventories

Inventories of wholesalers, continuing their decline

since November, were further reduced 2 percent during April 1958, and were off 3 percent compared with stocks on hand at the end of April 1957. While durable goods trades reported a slight (1%) decline in inventories during the month, stocks in the nondurable goods trades were down 4 percent. However, durable goods inventories fell 3 percent below their year ago level while the nondurable goods trades indicated only a one percent decline.

The April 1958 stock-sales ratio for all merchant wholesalers reporting inventories in conjunction with their sales was 135 percent, down 8 points from the March ratio but 5 points above the ratio for April 1957. The April stock-sales ratio of durable goods wholesalers was 191 compared with the ratio of 96 for nondurable goods trades.

All geographic divisions reported April 30 inventories somewhat lower than a month earlier, the East South Central Division (-5%) showing the largest drop. Compared with last April, five divisions indicated lower inventories, three divisions noted gains, while one showed no change.

General

This report includes monthly dollar volume estimates of sales of merchant wholesalers by kind of business from April 1957 through April 1958. These data are based on a probability sample representative of all merchant wholesalers in the country. A description of this sample and approximate measures of the reliability of the data are included on pages 8 and 9. Also included in this report are sales and inventory trends and stock-sales ratios by kind of business, for the United States as a whole and by geographic division.

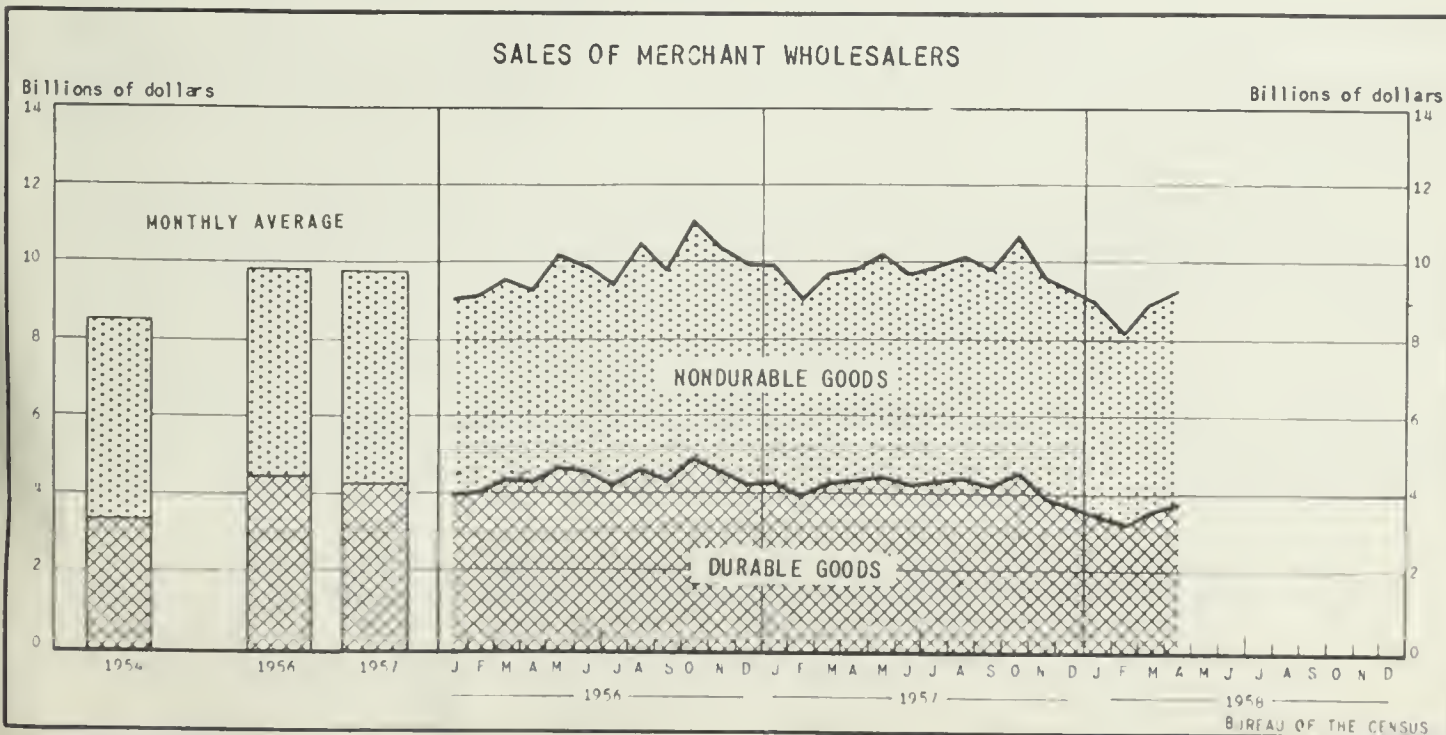


Table 1.--ESTIMATED MONTHLY SALES OF MERCHANT WHOLESALERS¹--UNITED STATES, BY KIND OF BUSINESS

1957 AND 1958

(Sales in millions of dollars)

Kind of business	1958				1957									Total 4 mo.	
	Jan.	Feb.	Mar.	Apr.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	1958	1957
MERCHANT WHOLESALERS, TOTAL.....	8,972	8,179	8,851	9,201	9,834	10,168	9,610	9,916	10,197	9,814	10,713	9,590	9,325	35,203	38,620
DURABLE GOODS, TOTAL.....	3,493	3,181	3,489	3,715	4,314	4,450	4,243	4,267	4,329	4,222	4,511	3,907	3,656	13,878	16,865
Automotive wholesalers.....	410	378	394	438	408	428	424	421	439	434	467	418	386	1,620	1,555
Automotive equipment, tire-tube wholesalers..	350	324	337	368	334	352	359	363	377	373	406	359	329	1,379	1,272
Electrical, electronics, appliance distributors	580	554	566	542	588	623	614	650	624	673	709	667	660	2,242	2,475
Electrical apparatus, supplies distributors..	260	263	265	257	297	308	315	325	307	332	341	311	312	1,045	1,182
Electrical appliances, TV, radio sets, electronic parts, distributors.....	319	291	301	285	291	315	299	325	317	341	368	356	349	1,196	1,293
Furniture, home furnishings wholesalers.....	168	170	191	197	212	200	193	185	210	216	245	223	208	726	795
Furniture wholesalers.....	58	55	59	57	68	65	62	65	75	75	78	71	69	229	256
Home furnishings, floor coverings wholesalers	110	114	132	140	144	135	131	120	135	142	167	152	139	496	539
Hardware, plumbing-heating goods wholesalers...	362	327	356	386	420	443	435	436	452	463	499	415	372	1,431	1,588
Hardware wholesalers.....	165	151	170	184	196	205	196	192	197	201	215	177	164	670	744
Plumbing, heating equipment, supplies distributors.....	197	176	186	202	224	238	239	244	255	262	284	238	208	761	844
Lumber, construction materials distributors....	444	364	458	536	609	659	628	667	675	613	666	538	448	1,802	2,132
Lumber, millwork wholesalers.....	242	208	248	277	330	343	329	343	342	307	331	269	232	975	1,191
Construction materials distributors.....	202	156	210	258	279	316	299	324	333	305	335	269	216	826	941
Machinery, equipment, supplies distributors....	954	867	937	1,023	1,182	1,234	1,166	1,131	1,121	1,071	1,141	985	963	3,781	4,578
Industrial machinery, equipment supplies distributors.....	442	381	391	419	540	560	512	509	512	490	548	455	457	1,633	2,270
Professional equipment, supplies distributors	87	84	91	91	85	85	84	89	96	99	99	91	92	353	323
Service establishments supply houses.....	113	106	112	117	112	122	116	106	115	113	120	106	106	448	448
Metals, metalwork (except scrap) distributors..	295	272	291	300	452	448	404	396	368	339	378	331	305	1,158	1,819
Iron, steel and products distributors.....	200	184	197	209	317	311	275	272	252	230	257	217	184	790	1,237
Nonferrous metals distributors.....	94	88	94	91	135	137	129	124	116	108	121	114	122	367	586
Scrap, waste materials dealers.....	223	194	237	232	369	328	308	320	361	319	303	229	212	886	1,637
Iron, steel scrap dealers.....	119	108	133	128	236	199	193	208	232	212	192	132	122	488	1,090
Waste materials dealers.....	104	86	104	104	133	129	115	112	129	107	111	97	90	398	540
NONDURABLE GOODS, TOTAL.....	5,479	4,998	5,362	5,486	5,520	5,718	5,367	5,649	5,868	5,591	6,202	5,683	5,669	21,325	21,757
Grocery, confectionery, meat wholesalers.....	1,705	1,512	1,646	1,684	1,544	1,630	1,565	1,660	1,630	1,623	1,755	1,622	1,615	6,547	6,147
General-line grocery wholesalers.....	729	672	688	715	676	698	676	703	692	701	758	679	650	2,804	2,660
Specialty-line grocery wholesalers.....	606	528	612	596	557	591	577	610	593	589	634	607	616	2,342	2,255
Confectionery wholesalers.....	56	51	54	53	50	52	49	50	51	55	61	58	57	214	200
Meat, meat products wholesalers.....	315	262	292	319	261	289	264	297	294	278	302	278	292	1,188	1,022
Farm products (edible) distributors.....	377	353	403	450	394	429	418	442	413	375	419	402	415	1,583	1,440
Poultry, poultry products distributors.....	142	120	136	156	124	127	116	129	142	138	163	166	165	554	460
Fresh fruit, vegetable wholesalers.....	235	233	267	294	270	302	302	313	271	237	256	236	251	1,029	980
Beer, wine, distilled spirits wholesalers.....	429	426	470	501	472	551	520	543	556	501	561	583	683	1,826	1,770
Beer, ale distributors.....	161	151	172	198	193	227	234	269	254	205	198	185	209	682	630
Wine, distilled spirits wholesalers.....	268	275	298	303	279	324	286	274	302	297	363	398	474	1,144	1,090
Drugs, chemicals, allied products wholesalers..	349	309	336	341	344	354	317	331	350	373	406	350	315	1,335	1,340
Drug wholesalers (general and specialty lines)	228	202	219	214	208	214	196	211	222	241	271	234	209	863	820
Industrial chemicals, explosives wholesalers.	100	88	95	100	108	110	93	90	99	103	107	92	85	383	400
Paint, varnish wholesalers.....	21	19	22	26	28	30	28	30	29	28	28	24	20	88	90
Tobacco distributors.....	284	262	282	302	285	307	297	319	319	288	320	295	332	1,130	1,100
Dry goods, apparel wholesalers.....	475	445	463	446	491	457	440	434	567	549	593	506	424	1,829	1,930
Clothing, furnishings, footwear wholesalers..	161	157	180	163	182	156	136	151	236	212	221	208	149	661	670
Dry goods wholesalers (general and specialty lines).....	192	174	168	167	190	187	193	186	220	223	240	190	172	701	720
Paper, allied products wholesalers.....	324	285	300	301	302	312	291	287	323	310	339	312	301	1,210	1,210
Paper wholesalers.....	287	251	264	263	258	271	250	250	279	267	290	265	258	1,065	1,040
Amusement, sporting goods wholesalers.....	85	86	90	99	99	101	104	111	119	125	129	126	124	360	370
Coal wholesalers.....	103	98	86	71	108	105	110	101	108	103	108	99	100	358	440
Farm supplies wholesalers.....	123	124	146	160	145	136	98	97	111	112	106	96	96	553	510

¹ Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding.

SALES OF MERCHANT WHOLESALERS—KINDS OF BUSINESS
1956, 1957 AND 1958
1958 MONTHLY AVERAGE = 100

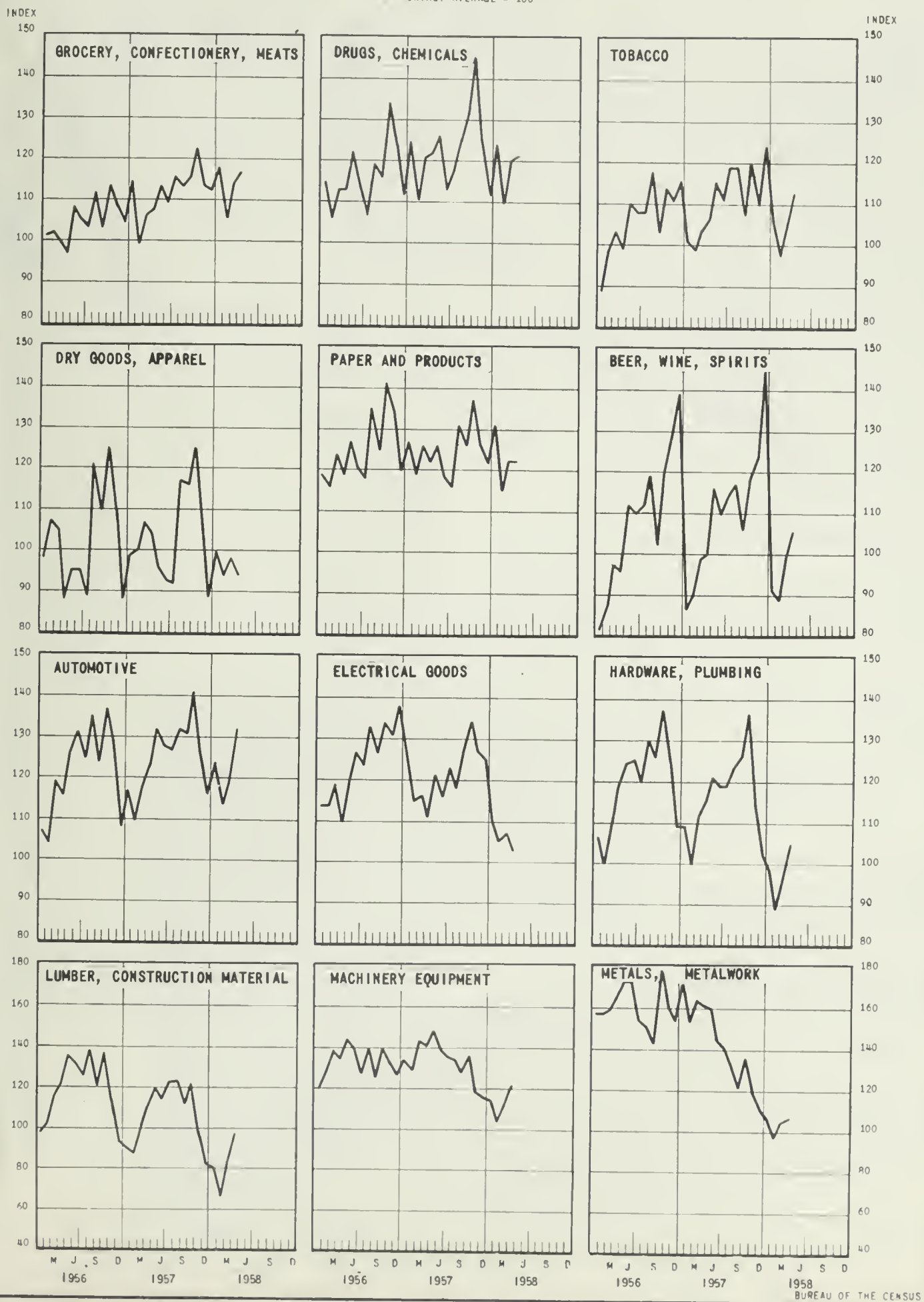


Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS

APRIL 1958

Kind of business	Sales*			Inventory, end-of-month (at cost)		Stock-sales ratios (percent)		
	Percent change							
	April 1958 from--		4 mo. 1958 from 4 mo. 1957	Percent change, April 1958 from--		April 1958	April 1957	March 1958
	April 1957	March 1958		April 1957	March 1958			
MERCHANT WHOLESALERS, TOTAL.....	-6	+4	-9	-3	-2	135	130	143
DURABLE GOODS, TOTAL.....	-14	+6	-18	-3	-1	191	168	203
Automotive wholesalers.....	+7	+11	+4	+4	-2	191	189	217
Motor-vehicle distributors*.....	+1	+8	-9	+10	-4	126	125	151
Automotive equipment, tire-tube wholesalers.....	+10	+9	+8	+3	-1	209	208	236
Electrical, electronics, appliance distributors.....	-8	-4	-9	-13	-1	195	189	185
Electrical apparatus, supplies distributors.....	-13	-3	-12	-14	-1	180	167	171
Electrical appliances, TV, radio sets, electronic parts, distributors.....	-2	-5	-8	-12	-2	210	217	200
Furniture, home furnishings wholesalers.....	-7	+3	-9	-6	-1	180	179	180
Furniture wholesalers.....	-16	-3	-11	-10	0	211	210	200
Home furnishings, floor coverings wholesalers.....	-3	+6	-8	-4	-2	167	165	171
Hardware, plumbing-heating goods wholesalers.....	-8	+8	-10	-6	-1	239	240	262
Hardware wholesalers.....	-6	+8	-10	-5	-2	253	253	275
Plumbing, heating equipment, supplies distributors.....	-10	+9	-10	-6	-1	224	226	247
Lumber, construction materials distributors.....	-12	+17	-15	-3	-1	111	110	128
Lumber, millwork wholesalers.....	-16	+12	-18	-4	-1	141	135	162
Construction materials distributors.....	-8	+23	-12	-2	-1	86	88	100
Machinery, equipment, supplies distributors.....	-13	+9	-17	0	0	200	169	215
Air conditioning, commercial refrigeration equipment, distributors*.....	+5	+28	-2	-8	-1	160	180	211
Commercial machines, equipment distributors*.....	-15	-5	-9	-3	-1	166	148	157
Industrial machinery, equipment, supplies distributors.....	-22	+7	-28	0	0	199	162	207
Professional equipment, supplies distributors.....	+7	0	+9	+4	+2	182	164	176
Surgical, medical, hospital supply houses*.....	-3	+2	+3	+4	+1	137	115	145
Service establishment supply houses.....	+4	+4	0	+3	-1	138	139	149
Metals, metalwork (except scrap) distributors.....	-34	+3	-36	0	-3	271	193	288
Iron, steel and products distributors.....	-34	+6	-36	0	-3	314	226	338
Nonferrous metals distributors.....	-33	-3	-37	0	-1	122	83	122
Scrap, waste materials dealers.....	-37	-2	-46	0	-6	85	46	91
Iron, steel scrap dealers.....	-46	-4	-55	+2	-7	80	39	84
Waste materials dealers.....	-22	0	-26	-3	-4	92	58	101
Jewelry wholesalers*.....	-8	-2	-15	-10	-4	196	200	200
NONDURABLE GOODS, TOTAL.....	-1	+2	-2	-1	-4	96	99	103
Grocery, confectionery, meat wholesalers.....	+9	+2	+6	-2	-2	70	79	74
General-line grocery wholesalers.....	+6	+4	+5	0	-2	95	103	100
Voluntary groups*.....	+8	+4	+7	+6	0	91	93	92
Retailer-cooperative*.....	+5	+3	+5	-4	+2	75	85	73
Nonaffiliated*.....	+8	+5	+9	-2	-4	106	118	119
Specialty-line grocery wholesalers.....	+7	-3	+4	-7	-4	66	76	69
Confectionery wholesalers.....	+6	-2	+5	+11	-3	58	58	60
Meat, meat products wholesalers.....	+22	+9	+16	+3	+2	18	21	20
Farm products (edible) distributors.....	+14	+12	+10	+6	-8	20	22	24
Poultry, poultry products distributors.....	+26	+15	+20	-11	-5	16	22	15
Fresh fruit, vegetable wholesalers.....	+9	+10	+5	+14	-10	23	22	27
Beer, wine, distilled spirits wholesalers.....	+6	+7	+3	-2	-3	114	121	120
Beer, ale distributors.....	+3	+16	0	-20	0	53	67	62
Wine, distilled spirits wholesalers.....	+9	+2	+5	+4	-3	156	159	164
Drugs, chemicals, allied products wholesalers.....	-1	+1	-1	+2	0	143	140	146
Drug wholesalers (general and specialty lines).....	+3	-2	+2	+3	-1	164	166	164
Industrial chemicals, explosives wholesalers.....	-7	+5	-5	-1	+3	98	87	101
Paint, varnish wholesalers.....	-7	+18	-9	-3	0	166	172	192
Tobacco distributors.....	+6	+7	+3	+1	+1	57	63	61
Dry goods, apparel wholesalers.....	-9	-4	-6	-2	-2	178	176	165
Clothing, furnishings, footwear wholesalers.....	-10	-9	-2	-1	-2	159	163	136
Dry goods wholesalers (general and specialty lines).....	-12	-1	-8	+2	0	207	197	197
Piece goods converters*.....	-6	+1	-9	-10	-3	167	164	174
Paper, allied products wholesalers.....	0	0	-1	-2	0	122	125	127
Paper wholesalers.....	+2	0	+2	-3	0	117	122	111
Stationery, wallpaper wholesalers*.....	-2	+2	-7	+1	+1	156	147	154
Farm products (raw materials) merchants*.....	-17	-2	-13	-7	-13	159	130	170
Other nondurable goods wholesalers*.....	-8	-3	-9	+5	-1	102	93	101
Amusement, sporting goods distributors.....	0	+10	+2	+7	+2	182	179	191
Book, magazine, newspaper wholesalers*.....	+7	0	+10	+14	-2	127	124	131
Coal wholesalers.....	-34	-17	-20	-8	-13	62	56	64
Farm supplies wholesalers.....	+10	+10	-6	-3	-14	90	103	117

* See text, page 8.

r Revised since Advance Release dated June 2, 1958.

UNITED STATES, BY GEOGRAPHIC DIVISION

SALES OF MERCHANT WHOLESALERS
FOUR MONTHS 1958 COMPARED WITH FOUR MONTHS 1957



UNITED STATES (-9)

STOCKS—SALES RATIOS OF MERCHANT WHOLESALERS IN SELECTED KINDS OF BUSINES APRIL 1958 COMPARED WITH APRIL 1957

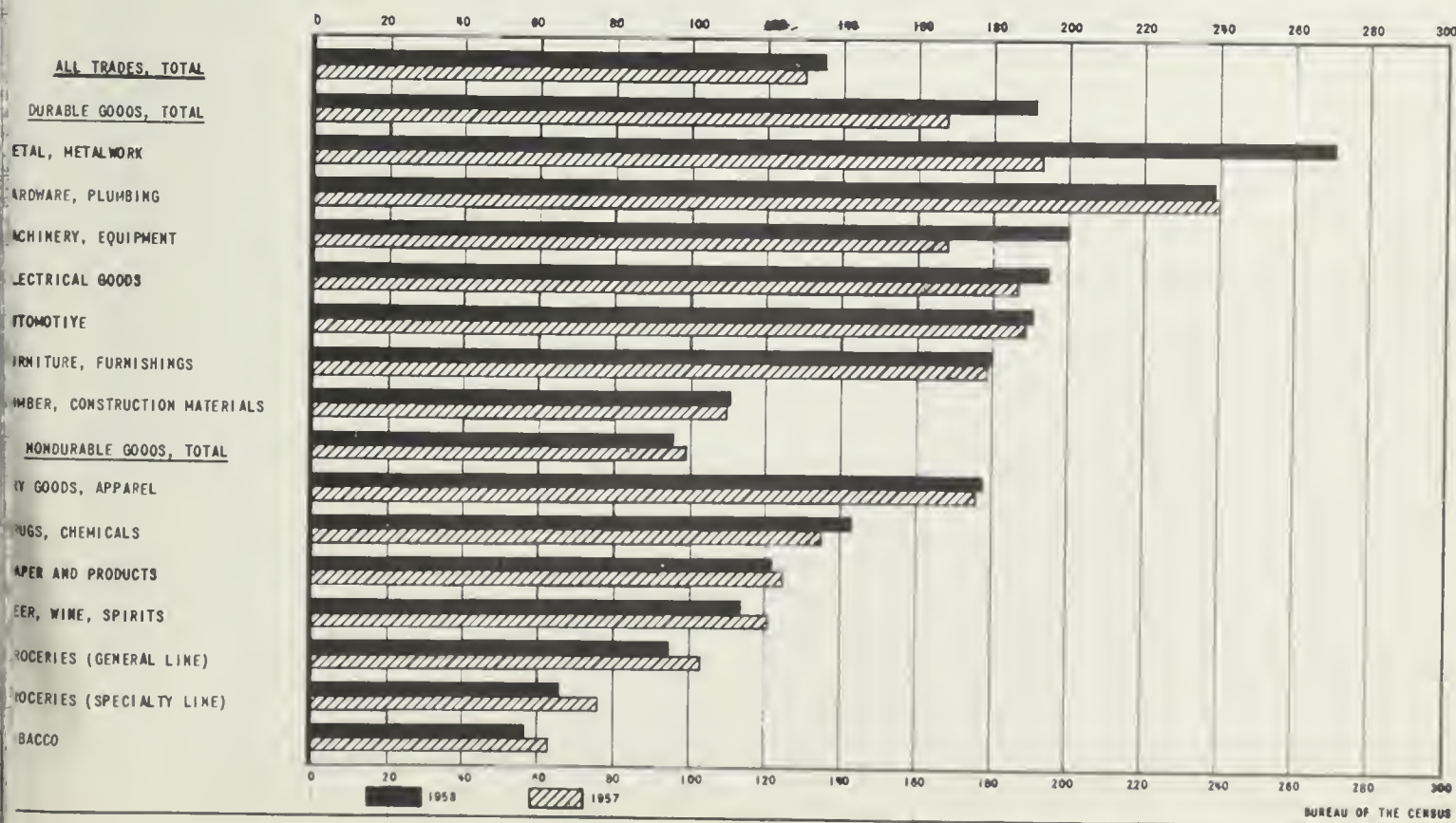


Table 3.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS

APRIL 1958

Kind of business and geographic division (see map page 5)	Sales*			Inventory, end-of-month (at cost)		Stock-sales ratios (percent)		
	Percent change			Percent change, April 1958 from--		Apr. 1958	Apr. 1957	Mar. 1958
	April 1958 from--		4 mo. 1958 from 4 mo. 1957	April 1958 from--				
	April 1957	March 1958		April 1957	March 1958			
MERCHANT WHOLESALERS, TOTAL.....	-6	+4	-9	-3	-2	135	130	143
New England.....	-7	+4	-8	-8	-1	122	122	130
Middle Atlantic.....	-7	+1	-9	-3	-2	112	106	116
East North Central.....	-8	+3	-10	-2	-2	137	129	146
West North Central.....	+5	+6	-1	-9	-2	131	146	141
South Atlantic.....	-3	+3	-6	+1	-3	150	147	159
East South Central.....	-5	+4	-7	+6	-5	168	153	188
West South Central.....	-9	+2	-10	+2	-4	166	141	181
Mountain.....	-6	+7	-1	0	-1	140	132	148
Pacific.....	-4	+4	-6	-4	-1	137	141	143
Automotive equipment, tire-tube wholesalers.....	+10	+9	+8	+3	-1	209	208	236
New England.....	-4	+16	-10	-2	-4	106	123	123
Middle Atlantic.....	+15	+17	+5	+4	+3	160	193	186
East North Central.....	(X)	+3	(X)	+6	-2	257	213	263
West North Central ¹	+17	+21	+4	-2	+2	244	276	272
South Atlantic.....	+1	+5	-1	-1	0	226	201	238
East South Central.....	-4	+3	0	+8	0	264	237	265
West South Central.....	+5	+4	+1	-2	-5	272	293	318
Mountain.....	+12	+16	+4	+14	-4	258	253	320
Pacific.....	-4	+9	-3	+5	-2	184	166	206
Electrical apparatus, supplies distributors.....	-13	-3	-12	-14	-1	180	163	171
New England.....	-19	(X)	-19	-20	-3	174	193	142
Middle Atlantic.....	-16	-5	-10	-8	0	146	129	138
East North Central.....	-24	-5	-16	-18	-2	188	172	181
West North Central.....	-17	-6	-18	-18	+3	198	198	178
South Atlantic.....	-27	+1	-22	-18	-2	198	174	201
East South Central.....	-23	-2	-17	-12	-1	223	191	201
West South Central.....	-17	-6	-12	-18	-1	194	197	185
Mountain.....	-17	-22	-9	-4	-1	236	206	191
Pacific.....	-11	+9	-9	-10	0	164	155	167
Elect. appliances, TV, radio sets, electronic parts distributors...	-2	-5	-8	-12	-2	210	217	200
New England.....	-7	-6	-14	+6	-2	175	153	167
Middle Atlantic.....	-17	-9	-10	-22	-3	191	206	174
East North Central.....	10	0	-16	-4	-2	224	208	226
West North Central.....	-6	-5	-9	-9	+1	219	288	206
South Atlantic.....	-2	-8	-16	-11	0	238	263	216
East South Central.....	-8	-16	-9	-5	+4	227	210	198
West South Central.....	-15	+5	-10	-7	-4	246	249	258
Mountain.....	(X)	-3	(X)	(X)	-4	(X)	(X)	(X)
Pacific.....	-1	-1	-5	-12	-2	188	220	179
Furniture, home furnishings wholesalers.....	-7	+3	-9	-6	-1	180	179	180
New England.....	-9	+5	-4	-2	-2	196	200	200
Middle Atlantic.....	-7	-2	-12	-7	-3	152	154	144
East North Central.....	-21	+2	-11	-8	0	191	171	184
West North Central.....	-6	+7	-4	-7	-1	239	240	259
South Atlantic.....	-6	+16	-3	-1	-2	165	161	193
West South Central.....	-15	+1	-6	-13	-3	217	209	223
Mountain.....	0	(X)	-8	(X)	(X)	(X)	(X)	(X)
Pacific.....	-9	+2	-7	-3	+1	180	178	173
Hardware wholesalers.....	-6	+8	-10	-5	-2	253	253	274
New England.....	(X)	+9	(X)	0	+4	257	206	240
Middle Atlantic.....	-8	+10	-10	+2	-2	204	193	230
East North Central.....	-5	+11	-13	-9	-2	240	256	269
West North Central.....	+12	+8	+5	-12	-3	222	282	244
South Atlantic.....	-10	+5	-10	-2	-4	269	244	281
East South Central.....	-12	+14	-14	-10	-2	260	256	281
West South Central.....	-6	+12	-8	+3	-3	283	253	323
Mountain.....	-6	+8	-10	-7	+2	317	322	333
Pacific.....	-9	+4	-6	-5	0	287	272	297
Plumbing, heating equipment, supplies distributors.....	-10	+9	-10	-6	-1	224	226	247
New England.....	-2	+3	-8	-17	0	268	310	270
Middle Atlantic.....	-9	+9	-11	-6	0	200	199	221
East North Central.....	-9	+11	-14	-4	0	267	260	292
West North Central.....	-11	+11	-2	-5	-3	259	239	294
South Atlantic.....	-9	+9	-8	-8	0	230	229	255
East South Central.....	+19	+10	+3	(X)	(X)	(X)	(X)	(X)
West South Central.....	-6	+6	-6	(X)	-3	177	201	201
Mountain.....	-7	+7	-7	-6	0	205	208	211
Pacific.....	-7	+7	-7	-6	0	205	208	211
Lumber, construction materials distributors.....	-12	+17	-15	-3	-1	111	110	122
New England.....	+23	+6	-4	(X)	-3	57	63	66
Middle Atlantic.....	-13	+25	-17	-11	-3	66	69	81
East North Central.....	-13	+26	-14	-6	-2	137	132	161
West North Central.....	+2	+11	-8	+3	-5	124	126	144
South Atlantic.....	-7	+10	-12	(X)	+3	89	88	99
East South Central.....	+10	+13	-6	+36	+2	86	69	100
West South Central.....	+3	+24	-2	+3	+2	130	135	144
Mountain.....	-9	+5	-13	-9	-1	166	170	181
Pacific.....	-9	+5	-13	-9	-1	166	170	181
Industrial machinery, equipment supplies distributors.....	-22	+7	-28	0	0	199	162	200
New England.....	(X)	-7	(X)	-20	-2	(X)	(X)	(X)
Middle Atlantic.....	-11	+12	-16	-6	+2	160	149	171
East North Central.....	-11	0	-23	-6	-2	164	145	171
West North Central.....	-4	+9	-15	+3	0	146	142	151
South Atlantic.....	0	+20	-30	-8	-5	190	194	211
East South Central.....	-9	-6	-32	+17	0	249	229	251
West South Central.....	-45	-2	-39	+15	-1	288	159	321
Mountain.....	-25	+5	-9	+1	-3	249	173	221
Pacific.....	-28	-6	-18	(X)	+4	297	209	221

See page 7 for footnotes.

Table 3.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS--Continued

APRIL 1958

Kind of business and geographic division (see map page 5)	Sales*			Inventory, end-of-month (at cost)		Stock-sales ratios		
	Percent change			Percent change, Apr. 1958 from--		(percent)		
	Apr. 1958 from--		4 mo. 1958 from 4 mo. 1957	Apr. 1958 from--		Apr. 1958	Apr. 1957	Mar. 1958
	Apr. 1957	Mar. 1958		Apr. 1957	Mar. 1958			
General-line grocery wholesalers.....	+6	+4	+5	0	-2	95	103	100
New England.....	+3	+5	+2	(X)	-3	(X)	(X)	(X)
Middle Atlantic.....	+7	+3	+4	0	-2	122	132	129
East North Central.....	+13	+4	+11	-6	-1	84	102	86
West North Central.....	+7	+1	+8	+1	-7	81	85	87
South Atlantic.....	+7	+4	+6	0	0	119	124	120
East South Central.....	+7	+8	+7	+4	-3	117	124	133
West South Central.....	+6	+6	+11	+7	-4	91	96	99
Mountain.....	+5	+5	+6	-2	+2	114	118	118
Pacific.....	+11	+6	+6	+6	0	72	76	78
Specialty-line grocery wholesalers.....	+7	-3	+4	-7	-4	66	76	69
Middle Atlantic.....	+5	-7	+2	-15	-5	72	81	74
East North Central.....	+9	0	+6	+7	0	69	74	69
West North Central.....	(X)	+3	(X)	(X)	-4	(X)	(X)	(X)
South Atlantic.....	+2	-2	+4	+9	-17	(X)	(X)	(X)
East South Central.....	-2	-3	-8	(X)	(X)	(X)	(X)	(X)
West South Central.....	-4	-5	+5	(X)	+7	63	67	56
Pacific.....	+4	+2	-3	-4	-10	51	66	58
Sh fruit, vegetable wholesalers.....	+9	+10	+5	+14	-10	23	22	27
Middle Atlantic.....	+10	+20	+1	-7	-14	14	15	20
East North Central.....	+12	+14	+5	(X)	+1	23	22	28
West North Central.....	+18	+5	+21	(X)	-19	34	40	41
South Atlantic.....	+18	-6	+9	+48	-15	30	20	32
East South Central.....	+1	-8	+4	+21	-4	24	19	22
West South Central.....	+17	(X)	+21	-6	0	23	28	26
Mountain.....	+12	+11	+10	+19	-9	33	33	40
Pacific.....	+3	-2	+2	+3	-1	164	166	164
Wholesalers (general and specialty lines).....	+1	+2	-2	+9	+2	212	191	211
New England.....	-4	-7	-2	-3	0	127	129	120
Middle Atlantic.....	-3	0	0	+3	0	158	152	159
East North Central.....	+6	-1	+5	0	-4	154	159	160
West North Central.....	+7	-1	+3	+9	-2	181	179	184
South Atlantic.....	(X)	-1	(X)	(X)	+1	(X)	(X)	(X)
East South Central.....	+3	-3	+7	+8	-1	227	212	225
West South Central.....	+6	+7	+5	+3	+1	225	234	244
Mountain.....	+9	+5	+4	+1	0	155	161	142
Pacific.....	+6	+7	+3	+1	+1	57	63	61
Shippers and distributors.....	+6	+7	+3	-2	+5	57	64	58
New England.....	+5	+5	+5	0	-1	58	65	59
Middle Atlantic.....	+4	+6	+4	+1	0	56	57	60
East North Central.....	+17	+13	+4	-2	+2	55	66	61
West North Central.....	+13	+9	+5	0	-1	64	77	71
South Atlantic.....	+13	+14	+9	+19	+1	49	48	56
East South Central.....	+10	+5	+6	+5	-5	34	40	40
West South Central.....	+8	+8	+4	(X)	(X)	(X)	(X)	(X)
Mountain.....	+14	+5	+9	(X)	+2	(X)	(X)	(X)
Pacific.....	-9	-4	-6	-2	-2	178	176	165
Shoes, apparel wholesalers.....	-5	+2	-2	-16	-2	149	158	154
New England.....	-7	-6	-8	0	-2	153	148	142
Middle Atlantic.....	-20	-14	-12	+9	-4	177	128	193
East North Central.....	+10	-8	+8	-1	+3	294	306	244
West North Central.....	-9	-13	-6	-11	-4	254	249	241
South Atlantic.....	-12	-8	-10	(X)	(X)	(X)	(X)	(X)
East South Central.....	(X)	-10	(X)	(X)	-1	(X)	(X)	(X)
West South Central.....	0	-5	-4	(X)	+3	169	162	146
Pacific.....								

Withheld due to extreme variation of reported data.

See text, page 8.

Percent changes shown in Table 3, March 1958 report, for the West North Central Division should be changed from +7 to +1 in column "Sales, 3 months 1958 from 3 months 1957."

ADDENDUM TO THE MONTHLY WHOLESALE TRADE REPORT: MARCH 1958

Kind of business and geographic division	Sales			Inventory, end-of-month (at cost)		Stock-sales ratios		
	Percent change			Percent change, Mar. 1958 from--		(percent)		
	Mar. 1958 from--		3 mo. 1958 from 3 mo. 1957	Mar. 1958 from--		Mar. 1958	Mar. 1957	Feb. 1958
	Mar. 1957	Feb. 1958		Mar. 1957	Feb. 1958			
Wholesalers (general and specialty-line).....	+3	+8	+2	+5	+1	157	153	168
New England.....	-6	+2	-3	+4	-2	136	119	143
Middle Atlantic.....	-5	+7	-2	-3	+1	161	153	169
East North Central.....	+3	+9	0	+8	-4	139	143	165
West North Central.....	+3	+4	+4	+6	+2	166	161	171
South Atlantic.....	-1	+2	+2	+8	0	166	151	169
East South Central.....	+2	+6	+8	+11	0	171	158	184
West South Central.....	-3	-3	+8	+12	+4	234	199	219
Mountain.....	+8	+7	+5	+16	+6	144	138	152
Pacific.....	+6	+14	+3	+2	+3	142	161	158

Data on inventories of drug wholesalers by geographic division presented here were withheld from the March 1958 report because of incomplete reporting of inventories at time of publication. United States inventory data for this trade have been revised from the March report.

DESCRIPTION OF SAMPLE, ESTIMATING PROCEDURE, AND RELIABILITY OF THE DATA

1. Scope of Survey

This survey is limited to merchant wholesalers, which constitute the major portion of the broad field of wholesale trade, and excludes other types of wholesale trade such as manufacturers sales branches and sales offices; petroleum bulk stations; agents and brokers and assemblers of farm products. All kinds of business in which merchant wholesalers operate are represented in this survey.

Merchant wholesalers are defined in the Standard Industrial Classification Manual issued by the Bureau of the Budget, Executive Office of the President, as "Establishments usually known as wholesalers, merchant wholesalers or jobbers, primarily engaged in buying, taking title to, and where customary, physically storing and handling goods and selling the goods at wholesale principally to retailers and industrial and commercial users. This group also includes industrial and distributors, exporters, and importers, cash-and-carry wholesalers; drop shippers, wagon distributors, etc. The establishments included in this group may perform operations on the goods incidental to the wholesale trading and delivery, such as installing equipment, and fixtures; and collecting and baling waste materials." Firms which, in addition to merchant wholesale establishments, operate other types of establishments, e.g., retail, manufacturing, etc., report in this survey only for their merchant wholesale establishments. A description of each kind-of-business classification shown in this report is included on pages 10 through 12.

2. Sample Design

Firms reporting in the survey are part of a probability sample representing merchant wholesalers in all kinds of business. The sample, which includes over 17,000 firms (about 26,000 establishments) is drawn from two sources: (1) 1954 Census of Business lists representing all wholesalers (with paid employees) in business in 1954 and (2) Bureau of Old Age and Survivors Insurance (BOASI) lists of wholesalers (with paid employees) entering business (or requesting new Employer Identification Numbers) since 1954. The sample is supplemented twice a year for new firms on the BOASI lists.

The reporting panel includes a fixed panel of about 1,400 very large firms reporting monthly and four rotating panels each containing about 3,900 smaller firms which report every fourth month. In any given month, the total reporting panel includes about 5,300 firms.

The number of firms selected in the sample for each kind of business varies from 150 to 650 firms, depending upon (a) the total number of firms in the trade, (b) and distribution of firms within the trade by sales size, and (c) whether geographic division trends are to be shown for the trade. In those kinds of business for which percentage changes are shown by geographic division, the sample chosen for the national estimates was increased by about 50 percent to provide wider representation by geographic division. In some of these trades, however, data are not shown separately for some geographic divisions because even this increase in the sample size will not provide reliable results in all geographic divisions.

3. Published Data

Sales.--This report includes monthly dollar volume estimates of sales by kind of business for the United States as a whole (Table 1) and sales trends (percent changes) derived from these estimates (Table 2). Sales trends are shown in Table 2 for some detailed kind of businesses for which estimates are not shown separately in Table 1. For these kinds of business (identified by * in Table 2) the trends are based only on the weighted sales of identical firms (i.e., firms reporting data for each of the months for which comparisons are made). Sales trends by geographic division are also shown for selected kinds of business (Table 3). In Table 3, the trends for geographic division are based on

weighted sales of identical firms; however, sales trends at the United States level are derived from the dollar volume estimates shown in Table 1.

Sales include sales of merchandise and receipts from repairs or other services to customers, after deducting returns and allowances, and discounts. Sales of merchandise for others on a commission basis are also included. Local and State sales taxes, and Federal excise taxes are included.

Inventories.--This report presents inventory trends by kind of business for the United States as a whole (Table 2) and by geographic division (Table 3). These inventory trends are based on the weighted inventories of identical firms (i.e., firm reporting data for each of the months compared)

Inventories represent stocks, at cost, of merchandise on hand for sale at the end of the month.

Stock-sales ratios.--These are presented by kind of business for the United States as a whole (Table 2) and by geographic division (Table 3). The stock-sales ratios are percentages derived by dividing weighted stocks, at cost, by weighted sales for only those firms reporting inventories in conjunction with sales in all three periods compared. Excluded from these ratios were all firms which report "zero inventories" (e.g., drop shippers). No adjustment is made in these calculations for the markup of sales, which varies from trade to trade. Stock-sales ratios for previous months shown in the current report may differ from those published in previous reports since the reporting panel varies.

4. Estimating Procedure

Each firm selected in the sample has an assigned weight which reflects its probability of selection in the sample. Large firms are selected with certainty, thus having a weight of one (1). Other firms are sampled at varying rates depending upon size, with smaller firms having a lower probability of selection and thus a larger weight.

For most firms reporting, data are available for each of three months (current, previous, and year ago). New firm reporting provide data for at least two months (current and previous). Sales and inventory figures reported for each firm are multiplied by its weight (the reciprocal of its probability of selection) and the results summarized to obtain the dollar volume estimates, percentage changes and stock-sales ratios shown in this report.

Volume estimates.--The summation of the weighted report of sales for each monthly panel provides unbiased dollar volume estimates, by kind of business, for two months--the current month and the preceding month. However, the published estimate is a "composite" of two estimates (a) the unbiased estimate for the current month obtained from the summation of the current month reports and (b) a ratio estimate obtained by multiplying the "composite" estimate for the previous month by the ratio of the current month unbiased to previous month unbiased estimates obtained from the summation of the current reports. The unbiased estimate (a) receives a weight of .3 while the ratio estimate (b) receives a weight of .7. The resulting weighted average provides "composite" estimate of the dollar volume of sales considerably more reliable than either of the two estimates taken alone.

Percentage changes.--Two types of percentage change figures are presented in this report, viz., (1) percentage change derived from dollar volume estimates (2) percent change based on the weighted data from identical firms (i.e., those reporting data for each of the months for which comparison are made). The percentage changes based on identical, however, should not be regarded as an unbiased measure of percentage change. Since only those establishments reporting in both periods compared are included, the net change due to births and deaths is not reflected in the ratio shown.

DESCRIPTION OF SAMPLE, ESTIMATING PROCEDURE, AND RELIABILITY OF THE DATA--Continued

5. Reliability of the Data

Estimates based on a sample are subject to sampling variability and thus are not expected to be in exact agreement with a complete census taken with the same enumeration procedures. For all trades combined, the sampling variability of the "composite" sales estimates for any individual month, less than one percent at the one sigma level. That is, the chances are about two out of three that the estimated sales shown would differ by less than one percent from the results of a complete enumeration. The variability of estimates for kind-of-business groups and individual trades of business is generally higher than for total merchant sales but for most trades the sampling variability is less than 5 percent at the one sigma level. Table 4 presents these sampling variabilities of the estimates for September, October, November and December 1957. Since these estimates are also subject to sampling variability due to sampling.

The sampling variability of the ratios based on weighted identicals has not been evaluated. However, where these ratios are based on a small number of reports (viz., trends by geographic division) the sampling variability is usually quite high.

These measures do not include biases that may arise from other nonsampling errors, such as failure of respondent to submit correct figures or to submit a report in time for tabulation. In preparing the dollar volume estimates, an estimate is included for those firms that fail to respond. To the extent that the estimates for these firms may differ from the actual figures, nonresponse affects the reliability of the dollar volume estimate. As a result, dollar volume estimates are not published separately in a few trades where the nonresponse rate was considered too high to provide reliable level estimates. Approximately 10 percent of the total sales are imputed for nonresponse.

Table 4.--SAMPLING VARIABILITY--MONTHLY ESTIMATES OF SALES OF MERCHANT WHOLESALERS, BY KIND OF BUSINESS

Kind of business	Sampling error of monthly dollar value of sales						Kind of business	Sampling error of monthly dollar value of sales					
	1957							1957					
	Dec. 1957 from--							Dec. 1957 from--					
	Sept.	Oct.	Nov.	Dec.	Nov. 1957	Dec. 1956		Sept.	Oct.	Nov.	Dec.	Nov. 1957	Dec. 1956
Percent													
MERCHANT WHOLESALERS, TOTAL.....	0.6	0.7	0.9	0.8	0.6	0.9	NONDURABLE GOODS, TOTAL.....	1.0	1.2	1.2	1.2	0.9	1.4
DURABLE GOODS, TOTAL.....	0.8	0.9	1.0	1.2	0.9	1.2	Grocery, confectionery, meat.....	2	2	2	2	2	3
Automotive.....	4	3	4	3	2	3	General-line grocery.....	3	3	2	2	1	2
Automotive equipment, tire-tube.....	4	3	4	4	2	3	Specialty-line grocery.....	5	5	6	7	3	7
Electrical, electronics, appliances.....	2	2	2	3	2	2	Confectionery.....	4	6	5	4	3	4
Electrical apparatus, supplies.....	3	3	2	3	2	3	Meat, meat products.....	5	4	4	4	2	2
Electrical appliances, TV, radio sets, electronic parts.....	4	3	3	4	3	4	Farm products (edible).....	4	3	3	3	2	3
Furniture, home furnishings.....	3	2	2	3	2	3	Poultry, poultry products.....	5	4	5	4	3	5
Furniture wholesalers.....	6	5	5	5	3	5	Fresh fruit, vegetables.....	4	3	4	5	4	3
Home furnishings, floor coverings.....	4	3	3	4	3	4	Beer, wine, distilled spirits.....	2	2	2	2	2	3
Hardware, plumbing-heating goods.....	2	2	2	2	1	1	Beer, ale.....	3	3	4	4	3	4
Hardware.....	2	2	2	2	2	2	Wine, distilled spirits.....	3	3	3	3	3	4
Plumbing, heating equipment, supplies.....	4	2	3	3	2	2	Drugs, chemicals, allied products....	2	2	2	2	2	3
Lumber, construction materials.....	2	3	3	3	2	4	Drugs (general and specialty lines).....	3	2	2	3	2	3
Lumber, millwork.....	5	5	6	6	4	5	Industrial chemicals, explosives....	3	3	4	4	3	5
Construction materials.....	3	3	4	4	3	5	Paint, varnish.....	4	4	6	5	3	4
Machinery, equipment, supplies.....	2	2	2	3	2	3	Tobacco.....	2	2	2	2	2	2
Industrial machinery, equipment, supplies.....	4	5	5	5	3	6	Dry goods, apparel.....	2	3	3	4	2	5
Professional equipment, supplies.....	5	4	4	6	5	5	Clothing, furnishings, footwear.....	6	6	6	8	6	7
Service establishments supply houses.....	6	4	4	4	3	7	Dry goods (general and specialty lines).....	5	5	4	6	5	6
Metals, metalwork (except scrap).....	2	2	3	4	3	4	Paper, allied products.....	3	2	3	3	2	3
Iron, steel and products.....	3	3	4	7	6	7	Paper.....	3	2	3	3	2	3
Nonferrous metals.....	5	3	3	3	1	3	Amusement, sporting goods.....	5	5	5	3	3	6
Scrap, waste materials.....	4	3	4	5	3	4	Cosmetics.....	4	4	5	5	2	8
Iron, steel scrap.....	3	3	5	6	4	6	Farm supplies wholesalers.....	4	5	5	4	2	7
Waste materials.....	7	5	4	7	4	6							

Note: The above table provides approximate measures of the sampling variability of the dollar volume estimates of sales and of the ratios between sales for the two months specified. The ratio between sales for two consecutive months generally has smaller sampling error than either the ratios between sales for two months or the ratio of estimates of the level of sales. These sampling errors are themselves subject to sampling variability and thus should be regarded as giving a general rather than exact idea of the variability due to sampling. Differences from month to month may be due to this error in the estimates of sampling error. Differences may also result from seasonal or cyclical fluctuation in the sales of individual businesses.

The sampling errors shown above can be converted to a range by the following computation: Multiply the sampling error by the estimate (whether it is a dollar volume estimate or a ratio). Add and subtract the resulting product from the published estimate. The resulting range is expected to include the "expected value" of the estimate, the value which could be obtained from a complete enumeration) about two out of three times. Doubling the sampling error and repeating the above process will give a range which will include the "expected value" about 19 out of 20 times.

To illustrate the computation of these ranges for monthly dollar volume estimates, consider the estimate made for all durable goods in December 1957. The published estimate is \$3,656 million while the sampling error shown for this month is 1.2 percent (or .012). Multiplying \$3,656 million by .012, we obtain \$44 million. Thus, the chances are two out of three that the "expected value" of the estimate is between \$3,612 and \$3,700 million. Doubling the given sampling error gives us the limits, \$3,568 to \$3,744 million, which will contain the "expected value" 19 out of 20 times.

As an example of the use of these sampling error data with ratios, consider the ratio of change from November 1957 to December 1957 for all durable goods. This ratio of change, obtained by dividing \$3,656 million by \$3,907 million, is 0.94 (it can also be expressed as a 6% decrease). The sampling error of this statistic is 0.9 percent (.009). Multiplying 0.94 by .009, we obtain .008 as the standard error of the ratio. There is a probability of two out of three that the "expected ratio" is contained in the range 0.93 to 0.95 while there is a probability of 19 out of 20 that the "expected ratio" is contained in the range 0.92 to 0.96.

DESCRIPTION OF KINDS OF BUSINESS

All kinds of business in which merchant wholesalers operate are represented in this survey. The kinds of business shown in this report parallel broad classifications used in the 1954 Census of Business covering wholesale trade. Each establishment in this survey has been assigned a kind-of-business classification based upon its trade designation and an analysis of its sales by commodity lines as reported to the Bureau of the Census. A description of each kind-of-business classification in this report is given below.

DURABLE GOODSAutomotive wholesalers

Motor-vehicle distributors.--Merchant wholesale establishments primarily engaged in selling new and used passenger automobiles and similar motor vehicles, road-type trucks, truck tractors, busses, trailers, and semitrailers to dealers or to fleet operators, industrial accounts, and to commercial users. Dealers in road-type trucks, truck tractors, and truck trailers are included here on the basis of kind-of-goods sold.

Automotive equipment, tire-tube wholesalers.--Merchant wholesale establishments--frequently referred to as jobbers in this trade--primarily engaged in selling automotive equipment, accessories, parts, tires, tubes and garage equipment and tools.

Electrical, electronics, appliance distributors

Electrical apparatus, supplies wholesalers.--Merchant wholesale establishments selling a general line of electrical equipment and apparatus; wiring supplies and construction materials; lighting fixtures and lamps; radio and television sets and accessories; electric refrigerators and other electrical appliances and specialties; and electronic parts and equipment; and those primarily engaged in selling such electrical equipment and apparatus; wiring supplies and construction materials, and lighting fixtures and lamps, as conduits and fittings, interior wires and cables, wiring devices, safety switches, poles, crossarms, pole-line hardware, outside wires and cables, residential, commercial, and industrial lighting fixtures, and incandescent and fluorescent lamps. Establishments specializing in the sale of electrical prime movers and other electrical power equipment for the generation, transmission, or utilization of electric energy are also included.

Electrical appliances, TV, radio sets, electronic parts distributors.--Merchant wholesale establishments primarily engaged in selling such electrical appliances and specialties as radio and television sets, dish washers, electric refrigerators, electric ranges, washing machines, ironers, radio and television parts and accessories, home freezers, sewing machines, hot water heaters, electric irons, percolators, clocks, hotplates, vacuum cleaners, etc., and electronic tubes, electronic replacement parts and accessories, and transmission and sound equipment.

Furniture, home furnishings wholesalers

Furniture wholesalers.--Merchant wholesale establishments primarily engaged in selling home or office furniture--wooden, metal or other.

Home furnishings, floor coverings wholesalers.--Merchant wholesale establishments primarily engaged in selling household china, glassware, and earthenware; floor coverings (carpets, rugs, linoleums, etc.); antique home furnishings; and miscellaneous home furnishings such as brooms, brushes, curtains, draperies, pictures and picture frames, window shades, kitchen utensils, phonograph records, and musical instruments.

Hardware, plumbing, heating goods wholesalers

Hardware wholesalers.--Merchant wholesale establishments selling a general line of merchandise sufficiently broad to service retail hardware stores and the hardware departments of other outlets--general-line hardware wholesalers; and establishments primarily engaged in selling builders hardware, heavy hardware, shelf or light hardware, and hardware

specialties such as tools, cutlery, bolts, nuts, rivets, screws, padlocks, keys, and the like--specialty-line hardware wholesalers.

Plumbing, heating equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling plumbing and heating equipment and supplies such as plumbing fixtures, including sanitary ware; steam and hot water heating boilers, radiators, parts, and fittings; stoves, ranges, furnaces, and other types of heating apparatus (except electric); oil burners; gas appliances and supplies; plumbing pipe, valves, and fittings; and plumbers brass goods.

Lumber, construction materials distributors

Lumber, millwork wholesalers.--Merchant wholesale establishments primarily engaged in selling lumber and millwork such as rough, dressed, and finished lumber; sheathing siding, flooring, shingles, plywood, veneers, doors, sashes, frames, interior woodwork and trim.

Construction materials distributors.--Merchant wholesale establishments primarily engaged in selling such construction materials as brick, tile, and terra cotta; cement, lime and plaster; building glass; sand, gravel, and crushed stone ready-mixed concrete; roofing, siding and insulation; and stone, slate, concrete products, and building board.

Machinery, equipment, supplies distributors

Air conditioning, commercial refrigeration equipment distributors.--Merchant wholesale establishments primarily engaged in selling commercial refrigeration equipment (including electric) such as refrigerators, display cases, freezers, dispensers, water coolers, food locker equipment, and those selling air conditioning and ventilating equipment and supplies, including fans, blowers, and accessories. Establishments specializing in the sale of commercial refrigeration components and accessories are also included in this classification.

Commercial machines, equipment distributors.--Merchant wholesale establishments primarily engaged in selling office machines and equipment (except furniture) such as adding machines, typewriters, addressing, duplicating, sealing, computing, stapling, accounting, and statistical machines; restaurant and hotel equipment such as coffee urns, steam tables, china, glassware, silverware, linens, and related items; store machines and fixtures such as display fixtures, show racks, pricing equipment, cash registers, scales, meat slicers and grinders, coffee grinders, etc.; and such related equipment as florists' supplies, theater supplies and equipment, and parking meters. Establishments primarily engaged in selling to users are included, as well as those selling to dealers.

Industrial machinery, equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling machinery, equipment, and supplies to manufacturing and mining concerns. Included here are establishments selling industrial machinery; industrial belting, hose, and packing; machine tools, mine and mill supplies; oil well and oil refining supplies; printing machinery and supplies; industrial rope, cordage, and twine; industrial materials, handling equipment; power transmission equipment; and machinery and equipment for such industries as food products, woodworking, shoe manufacturing, tanning, textile, and paper and pulp.

Professional equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling dental supplies (chairs, sterilizers, cabinets, instruments, dental gold and alloys, waxes, teeth, and the like); religious supplies (church goods and religious articles such as statuary, vestments, fonts, candles, religious pictures, calendars, literature, etc.); school equipment and supplies (desks, blackboards, chalk, rulers, wall and globe maps, etc.); optical goods; surgical, medical, hospital supplies and equipment; artists supplies; engineering instruments and supplies; and supplies for other professions.

Surgical, medical, hospital supply houses.--Merchant wholesale establishments primarily engaged in selling surgical and medical instruments; doctors apparatus and equipment; orthopedic appliances; artificial limbs; operating room and other hospital equipment; X-ray machines and accessories and other scientific instruments used by physicians and in hospitals.

Service establishments, supply houses.--Merchant wholesale establishments primarily engaged in selling barber and beauty supplies; laundry, dry cleaning equipment, supplies, pressing, drying, ironing, and pressing machines; laundry soaps and chemicals; dry cleaning fluids, marking equipment, and shoe service supplies and equipment, undertakers supplies (caskets, burial vaults, burial garments, embalming chemicals and preparations, and other morticians and funeral home equipment); upholsterers supplies (fabrics, leather and linings, and other types of supplies used in the upholstery trade); and miscellaneous service equipment, such as janitors' supplies, furriers' supplies, bootblack's supplies, hat cleaners' supplies.

Other machinery, equipment supplies distributors (not shown separately in accompanying table).--Merchant wholesale establishments primarily engaged in selling (a) transportation equipment such as aircraft and aeronautical equipment, supplies; railroad equipment, supplies; marine equipment, supplies; and other transportation equipment and supplies; (b) construction machinery, equipment such as road building machinery, excavating and dredging machinery, derricks, cranes, hoists, and winches; and related construction equipment, such as pneumatic hammers, concrete construction clamps and forms, scaffolding, chutes, and wheelbarrows--but not construction materials, and (c) farm-garden machinery, equipment (including tractors) used in the preparation and maintenance of the soil, the planting and harvesting of crops, and other operations and processes pertaining to agriculture; dairy machinery and equipment, such as milking machines and cream separators; poultry equipment, such as incubators, brooders, feeders and irrigation equipment.

Metals, metalwork (except scrap) distributors

Iron, steel, and products distributors.--Merchant wholesale establishments usually referred to as steel warehouses primarily engaged in selling iron and steel products such as semifinished forms and shapes, plates, sheets, strips, structural shapes, piling, nails, tubular products, products, forgings and castings. Steel warehouses of this operating steelworks and rolling mills are also included here.

Nonferrous metals distributors.--Merchant wholesale establishments primarily engaged in selling nonferrous metals and metalwork such as aluminum, copper, tin, brass, lead and

Scrap, waste materials dealers

Iron, steel scrap dealers.--Merchant wholesale establishments primarily engaged in assembling, breaking up, sorting, and selling all forms of iron and steel scrap.

Waste materials dealers.--Merchant wholesale establishments primarily engaged in assembling, sorting, and selling waste materials as nonferrous scrap metals, waste paper, wiping cloths, textile wastes, scrap rubber, and other waste and salvage materials. Scrap iron and steel may be included as secondary lines.

Jewelry wholesalers

Jewelry wholesalers.--Merchant wholesale establishments primarily engaged in selling a general- or specialty-line jewelry such as clocks and watches; precious stones and gems; watch materials, jewelers supplies; costume jewelry; and miscellaneous items such as silverware, plated ware, medals, trophies, semiprecious stones, and insignia.

NONDURABLE GOODS

Grocery, confectionery, meat wholesalers

General-line grocery wholesalers.--Merchant wholesale establishments handling a general line of dry groceries and

processed foods usually sold in retail grocery stores, such as canned foods, flour, sugar, coffee, tea and spices, as well as such nonfood items as household chemicals, soaps and detergents, paper products, brooms, brushes, etc. Voluntary group wholesalers, retailer-cooperative warehouses, and cash-and-carry depots are included, as well as nonaffiliated general-line grocery wholesalers.

Specialty-line grocery wholesalers.--This classification includes two general types of merchant wholesale establishments: Those handling a combination of grocery items, no one item predominating, but not a sufficiently broad line of commodities to be classified as "general line"; and those primarily engaged in selling specialized lines of groceries and related products, such as canned foods; coffee, tea, and spices; dairy products; dried fruits and nuts; frosted and frozen foods; fish and seafood; bakery products; packaged breakfast cereals; flour; cooking oils and shortening; and soft drinks.

Confectionery wholesalers.--Merchant wholesale establishments primarily engaged in selling candy, chewing gum, popcorn, potato chips, salted nuts, fountain fruits and syrups, and related items. Cigars, cigarettes, and other products are also frequently handled as secondary lines.

Meat, meat products wholesalers.--Merchant wholesale establishments primarily engaged in selling fresh, frozen, cured or processed (but not canned) meats, lard, and other edible meat products. Secondary lines such as butter, cheese, eggs, dressed poultry, vegetable shortening, and canned meats are frequently handled.

Farm products (edible) distributors

Poultry, poultry products distributors.--Merchant wholesale establishments primarily engaged in selling live or dressed poultry, eggs, and related products. Establishments primarily engaged in dressing poultry are considered manufacturers.

Fresh fruit, vegetable wholesalers.--Merchant wholesale establishments primarily engaged in selling fresh fruits, vegetables, berries, melons, and related items.

Beer, wine, distilled spirits wholesalers

Beer, ale distributors.--Merchant wholesale establishments primarily engaged in selling beer, ale, porter, stout and other fermented malt liquors, soft drinks, confectionery, tobacco, wines, and spirits are frequently handled as secondary lines.

Wine, distilled spirits wholesalers.--Merchant wholesale establishments primarily engaged in selling wines, whiskey, gin, rum, brandy, and other spirits, including neutral spirits and ethyl alcohol used in blending. Merchants who bottle and sell wines and distilled spirits manufactured in bulk by others, liquor departments of drug wholesalers, and State-operated wholesale outlets are included. State depots primarily engaged in supplying State liquor stores, however, are not included in wholesale trade.

Drugs, chemicals, allied products wholesalers

Drug wholesalers (general and specialty lines)

General-line drug wholesalers (not shown separately).--

Merchant wholesale establishments engaged in selling a full line of drugs, pharmaceuticals, proprietary medicines, druggists rubber goods, cosmetics, toiletries, drug sundries, and related merchandise. Cooperatives and voluntary group wholesalers handling a full line of drugs are also included in this classification. Liquor departments of drug wholesalers, however, are included with "Wines and distilled spirits wholesalers."

Specialty-line drug wholesalers (not shown separately).--

Merchant wholesale establishments primarily engaged in selling proprietary medicines, toilet preparations, and articles such as drugs, perfumes, cosmetics, powders, shaving preparations, toilet soap, dentifrices, combs, brushes, mirrors, medical glass, bandages, rubber goods, and antiseptics.

Industrial chemicals, explosives wholesalers.--Merchant wholesale establishments primarily engaged in selling such

industrial and heavy chemicals as coal-tar chemicals, plastics, compressed and liquefied gases (except LP gas), acids, ammonia, soda, industrial alcohols, explosives, dye-stuffs, naval stores, etc. Concerns primarily engaged in selling pyrotechnics and ammunition for small arms are included in "Amusement and sporting goods wholesalers."

Paint, varnish wholesalers.--Merchant wholesale establishments primarily engaged in selling paints, varnishes, lacquers, enamels, calcimines, shellac, and stains. Glass, wallpaper, painters supplies, oils, chemicals, and related products are frequently handled as secondary lines.

Tobacco distributors

Tobacco distributors.--Merchant wholesale establishments primarily engaged in selling manufactured tobacco products such as cigars, cigarettes, chewing and smoking tobacco, and snuff. Confectionery, smokers articles, razor blades, playing cards, etc., are frequently handled as secondary lines.

Dry goods, apparel wholesalers

Clothing, furnishings, footwear wholesalers.--Merchant wholesale establishments primarily engaged in selling men's, boys' clothing, and furnishings (including suits, coats, overcoats, work clothing, hats and caps, shirts, ties, and underwear); women's, children's clothing, furnishings, and accessories (including suits, dresses, and skirts); furs and fur clothing; millinery, millinery supplies; shoes and other footwear; work clothing; and related lines.

Dry goods wholesalers (general and specialty lines)

General-line dry goods wholesalers (not shown separately).--Merchant wholesale establishments engaged in selling a diversified combination of lines usually sold in retail dry goods and general merchandise stores, including piece goods, home furnishings, work clothing, dresses, infants' wear, notions, and hosiery. Men's and women's clothing, furnishings, and millinery frequently constitute secondary lines.

Specialty-line dry goods wholesalers (not shown separately).--Merchant wholesale establishments primarily engaged in selling hosiery, underwear, piece goods, knit and lace goods, fancy linen and needlework and notions (thread, tapes, needles, pins, buttons, hair accessories, zippers, and shoe laces).

Piece goods converters.--Merchant wholesale establishments which purchase textiles in the gray or unfinished form, have them dyed and/or finished by others, usually on a contract basis, and sell to the cutting-up trade, garment makers, wholesalers, or retailers. Converters operating bleaching, dyeing, and finishing plants are not considered as merchant wholesalers.

Paper, allied products wholesalers

Paper wholesalers.--Merchant wholesale establishments primarily engaged in selling wrapping paper and other coarse paper; fine paper (writing papers, reproduction paper stock,

cover, text, thin, and other fine papers); newsprint and book paper; paperboard; and converted paper products such as bags, boxes, cups, dishes, towels, napkins, tissues, and bottle caps.

Stationery, wallpaper wholesalers.--Merchant wholesale establishments primarily engaged in selling commercial and social stationery, including envelopes, typewriter and mimeograph paper in cut sizes, file cards and folders; and office supplies such as pens, pencils, writing inks, carbon paper, paper clips, typewriter ribbons, greeting cards, and erasers; and embossed and printed wallpaper for use in covering or decorating interior walls and ceilings.

Farm products (raw materials) merchants

Farm products (raw materials) merchants.--Merchant wholesale establishments primarily engaged in selling cotton, grain, hides, skins, raw furs, livestock, leaf tobacco, wool, mohair, horses and mules, and other inedible products such as broomcorn, moss, hair, feathers, bristles, and fibers. This classification includes merchants (including terminal elevators) primarily engaged in selling raw farm products in marketing centers. Dealers buying such products direct from farmers and assembling them at local production points are classified as "assemblers" and not included here.

Other nondurable goods wholesalers

Amusement, sporting goods distributors.--Merchant wholesale establishments primarily engaged in selling cameras and photographic goods (cameras, parts, and accessories, projection apparatus, enlargers, developing and printing apparatus and accessories, sensitized unexposed photographic supplies and equipment); sporting goods (toys, games, novelties, fireworks, bicycles, sporting goods, and athletic goods); and other recreation goods such as playground equipment, billiard and bowling equipment and supplies; and hobby goods.

Book, magazine, newspaper wholesalers.--Merchant wholesale establishments primarily engaged in selling books, magazine periodicals, newspapers, and related items.

Coal wholesalers.--Merchant wholesale establishments primarily engaged in selling bituminous coal, anthracite coal and coke. This includes firms with coal yards as well as those selling goods shipped directly from mine to customer.

Farm supplies wholesalers.--Merchant wholesale establishments primarily engaged in selling mixed and other feed fertilizers, fertilizer materials, and agricultural chemical seeds (farm, garden, and flower); and miscellaneous farm supplies such as hay, straw, and alfalfa.

Merchant wholesalers, n.e.c.--(Not shown separately in the accompanying table.) Merchant wholesale establishments primarily engaged in selling petroleum products, cut flowers and potted plants; forest products except lumber; inedible oils and fats; textiles and materials other than dry goods; industrial yarns; crude rubber; ores; sponges; artificial leather; wood pulp; artificial flowers; and products not elsewhere classified; and establishments handling a line of merchandise too broad to be included in any of the classifications outlined above.

MONTHLY WHOLESALE TRADE REPORT

U. S. DEPARTMENT OF COMMERCE
Sinclair Weeks, Secretary

BUREAU OF THE CENSUS
Robert W. Burgess, Director

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JUL 14 1958

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JULY 9, 1958

MAY 1958

UNIVERSITY OF ILLINOIS

SALES AND INVENTORIES

Sales

May 1958 sales of merchant wholesalers were estimated at \$9.4 billion, an increase of 2 percent above April 1958, but 7 percent below May sales a year ago. Cumulative sales for the first five months of 1958 were 8 percent below sales in the comparable period of 1957.

Durable goods trades reported larger increases over April than nondurable goods trades but showed sharper declines from year-ago sales. May 1958 sales of durable goods trades, amounting to \$3.9 billion, were up 4 percent over April but dropped 13 percent below a year ago. Sales of nondurable goods, at \$5.6 billion, rose 1 percent over the previous month but were 3 percent below last May.

Large increases over April sales were reported by distributors of beer, ale (14%), coal (14%), wine, and spirits (12%) and air conditioning equipment (12%). The principal declines were indicated by iron, steel scrap dealers (13%) and farm supplies wholesalers (14%). Compared with a year ago sales, most trades reported declines, with iron and steel scrap dealers again showing the sharpest drop (44%). Other substantial declines were experienced by iron, steel and products distributors (33%), nonferrous metals distributors (29%), coal wholesalers (23%), and industrial machinery distributors (21%). Poultry distributors with sales up 13 percent over last May led the few trades showing gains over a year ago.

Seven of the nine geographic divisions reported sales 1 to 5 percent higher than in April. However, most divisions showed declines, 3 to 9 percent below year-ago sales levels.

Inventories

Inventories of wholesalers, continuing their de-

cline since November, were further reduced 2 percent during May 1958, and were off 1 percent compared with stocks on hand at the end of May 1957. Durable goods trades reported a slight (1%) decline in inventories during the month, while nondurable goods trades reduced stocks 3 percent. However, durable goods inventories fell 2 percent below last year while nondurable goods stocks rose 2 percent.

The May 1958 stock-sales ratio for merchant wholesalers was 132 percent, down 5 points from April, the third month in which the ratio has decreased. However, the May 1958 stock-sales ratio was 6 points higher than the May 1957 ratio. The stock-sales ratio of durable goods wholesalers was 185 percent compared with 93 percent for nondurable goods trades.

Although the East North Central Division reported inventories unchanged in May from last month, all other divisions indicated small decreases (4 percent or less). More substantial changes were noted in the year ago comparisons ranging from an 11 percent decline in the East North Central Division to a 13 percent increase in the East South Central Division.

General

This report includes monthly dollar volume estimates of sales of merchant wholesalers by kind of business from May 1957 through May 1958. These data are based on a probability sample representative of all merchant wholesalers in the country. A description of this sample and approximate measure of the reliability of the data are included on pages 8 and 9. Also included in this report are sales and inventory trends and stock-sales ratios by kind of business, for the United States as a whole and by geographic division.

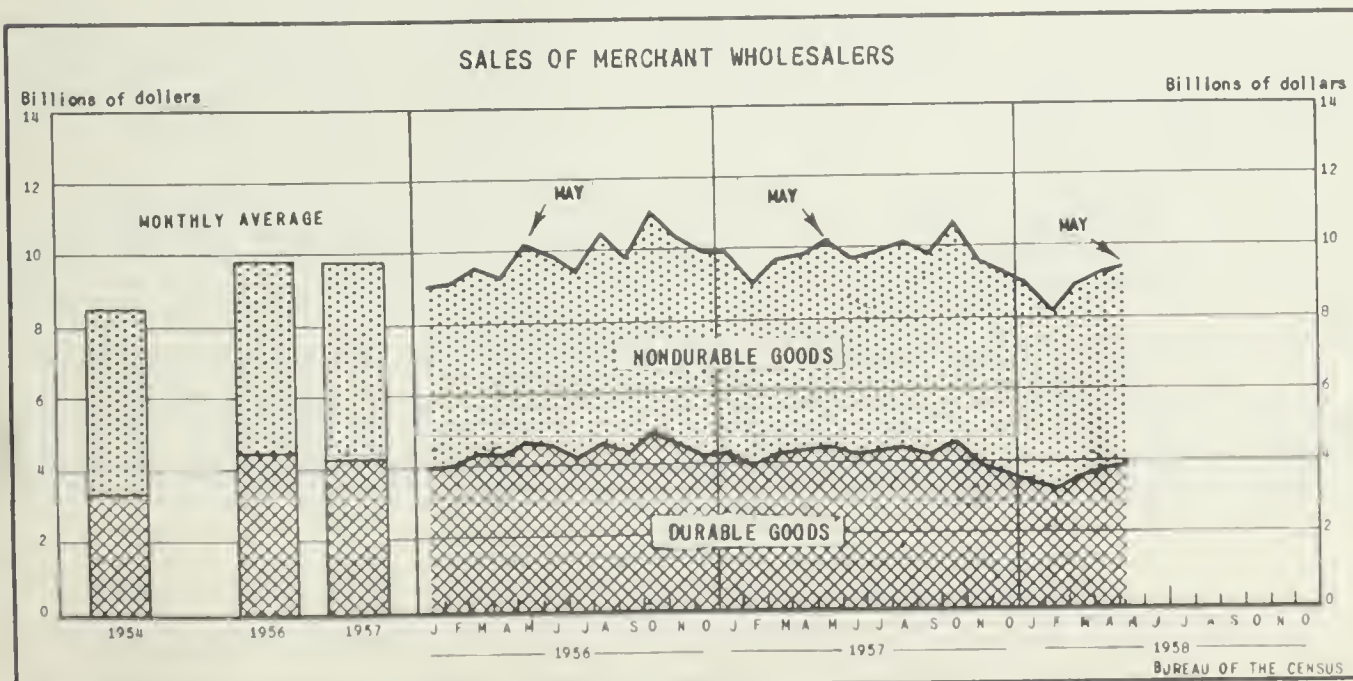


Table 1.--ESTIMATED MONTHLY SALES OF MERCHANT WHOLESALERS¹--UNITED STATES, BY KIND OF BUSINESS

1957 AND 1958

(Sales in millions of dollars)

Kind of business	1958					1957								Total 5 mo.	
	Jan.	Feb.	Mar.	Apr.	May	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	1958	1957
MERCHANT WHOLESALERS, TOTAL.....	8,972	8,179	8,863	9,213	9,435	10,168	9,610	9,916	10,197	9,814	10,713	9,590	9,325	44,662	48,788
DURABLE GOODS, TOTAL.....	3,493	3,181	3,501	3,727	3,868	4,450	4,243	4,267	4,329	4,222	4,511	3,907	3,656	17,770	21,315
Automotive wholesalers.....	410	378	394	438	449	428	424	421	439	434	467	418	386	2,069	1,983
Automotive equipment, tire-tube wholesalers..	350	324	337	368	371	352	359	363	377	373	406	359	329	1,750	1,624
Electrical, electronics, appliance distributors	580	554	578	554	586	623	614	650	624	673	709	667	660	2,852	3,098
Electrical apparatus, supplies distributors..	260	263	277	269	292	308	315	325	307	332	341	311	312	1,361	1,490
Electrical appliances, TV, radio sets, electronic parts, distributors.....	319	291	301	285	294	315	299	325	317	341	368	356	349	1,490	1,608
Furniture, home furnishings wholesalers.....	168	170	191	197	192	200	193	185	210	216	245	223	208	918	995
Furniture wholesalers.....	58	55	59	57	57	65	62	65	75	75	78	71	69	286	321
Home furnishings, floor coverings wholesalers	110	114	132	140	135	135	131	120	135	142	167	152	139	631	674
Hardware, plumbing-heating goods wholesalers...	362	327	356	386	400	443	435	436	452	463	499	415	372	1,831	2,031
Hardware wholesalers.....	165	151	170	184	186	205	196	192	197	201	215	177	164	856	949
Plumbing, heating equipment, supplies distributors.....	197	176	186	202	214	238	239	244	255	262	284	238	208	975	1,082
Lumber, construction materials distributors....	444	364	458	536	585	659	628	667	675	613	666	538	448	2,387	2,791
Lumber, millwork wholesalers.....	242	208	248	277	301	343	329	343	342	307	331	269	232	1,276	1,534
Construction materials distributors.....	202	156	210	258	284	316	299	324	333	305	335	269	216	1,110	1,257
Machinery, equipment, supplies distributors....	954	867	937	1,023	1,074	1,234	1,166	1,131	1,121	1,071	1,141	985	963	4,855	5,812
Industrial machinery, equipment supplies distributors.....	442	381	391	419	442	560	512	509	512	490	548	455	457	2,075	2,830
Professional equipment, supplies distributors	87	84	91	91	90	85	84	89	96	99	99	91	92	443	408
Service establishments supply houses.....	113	106	112	117	121	122	116	106	115	113	120	106	106	569	570
Metals, metalwork (except scrap) distributors..	295	272	291	300	304	448	404	396	368	339	378	331	305	1,462	2,267
Iron, steel and products distributors.....	200	184	197	209	208	311	275	272	252	230	257	217	184	998	1,544
Nonferrous metals distributors.....	94	88	94	91	97	137	129	124	116	108	121	114	122	464	723
Scrap, waste materials dealers.....	223	194	237	232	217	328	308	320	361	319	303	229	212	1,103	1,959
Iron, steel scrap dealers.....	119	108	133	128	111	199	193	208	232	212	192	132	122	599	1,289
Waste materials dealers.....	104	86	104	104	106	129	115	112	129	107	111	97	90	504	669
NONDURABLE GOODS, TOTAL.....	5,479	4,998	5,362	5,486	5,567	5,718	5,367	5,649	5,868	5,591	6,202	5,683	5,669	26,892	27,475
Grocery, confectionery, meat wholesalers.....	1,705	1,512	1,646	1,684	1,688	1,630	1,565	1,660	1,630	1,623	1,755	1,622	1,615	8,235	7,779
General-line grocery wholesalers.....	729	672	688	715	727	698	676	703	692	701	758	679	650	3,531	3,363
Specialty-line grocery wholesalers.....	606	528	612	596	595	591	577	610	593	589	634	607	616	2,937	2,846
Confectionery wholesalers.....	56	51	54	53	54	52	49	50	51	55	61	58	57	268	256
Meat, meat products wholesalers.....	315	262	292	319	312	289	264	297	294	278	302	278	292	1,500	1,314
Farm products (edible) distributors.....	377	353	403	450	446	429	418	442	413	375	419	402	415	2,029	1,873
Poultry, poultry products distributors.....	142	120	136	156	143	127	116	129	142	138	163	166	165	697	587
Fresh fruit, vegetable wholesalers.....	235	233	267	294	303	302	302	313	271	237	256	236	251	1,332	1,286
Beer, wine, distilled spirits wholesalers.....	429	426	470	501	564	551	520	543	556	501	561	583	683	2,390	2,324
Beer, ale distributors.....	161	151	172	198	226	227	234	269	254	205	198	185	209	908	908
Wine, distilled spirits wholesalers.....	268	275	298	303	339	324	286	274	302	297	363	398	474	1,483	1,416
Drugs, chemicals, allied products wholesalers..	349	309	336	341	345	354	317	331	350	373	406	350	315	1,680	1,700
Drug wholesalers (general and specialty lines)	228	202	219	214	215	214	196	211	222	241	271	234	209	1,078	1,058
Industrial chemicals, explosives wholesalers.	100	88	95	100	102	110	93	90	99	103	107	92	85	485	515
Paint, varnish wholesalers.....	21	19	22	26	28	30	28	30	29	28	28	24	20	116	127
Tobacco distributors.....	284	262	282	302	311	307	297	319	319	288	320	295	332	1,441	1,409
Dry goods, apparel wholesalers.....	475	445	463	446	429	457	440	434	567	549	593	506	424	2,258	2,395
Clothing, furnishings, footwear wholesalers..	161	157	180	163	150	156	136	151	236	212	221	208	149	811	827
Dry goods wholesalers (general and specialty lines).....	192	174	168	167	164	187	193	186	220	223	240	190	172	865	946
Paper, allied products wholesalers.....	324	285	300	301	303	312	291	287	323	310	339	312	301	1,513	1,531
Paper wholesalers.....	287	251	264	263	266	271	250	250	279	267	290	265	258	1,331	1,314
Amusement, sporting goods wholesalers.....	85	86	90	99	100	101	104	111	119	125	129	126	124	460	453
Coal wholesalers.....	103	98	86	71	81	105	110	101	108	103	108	99	100	439	551
Farm supplies wholesalers.....	123	124	146	160	138	136	98	97	111	112	106	96	96	691	725

¹ Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding.

SALES OF MERCHANT WHOLESALERS—KINDS OF BUSINESS
1956, 1957 AND 1958
1954 MONTHLY AVERAGE = 100

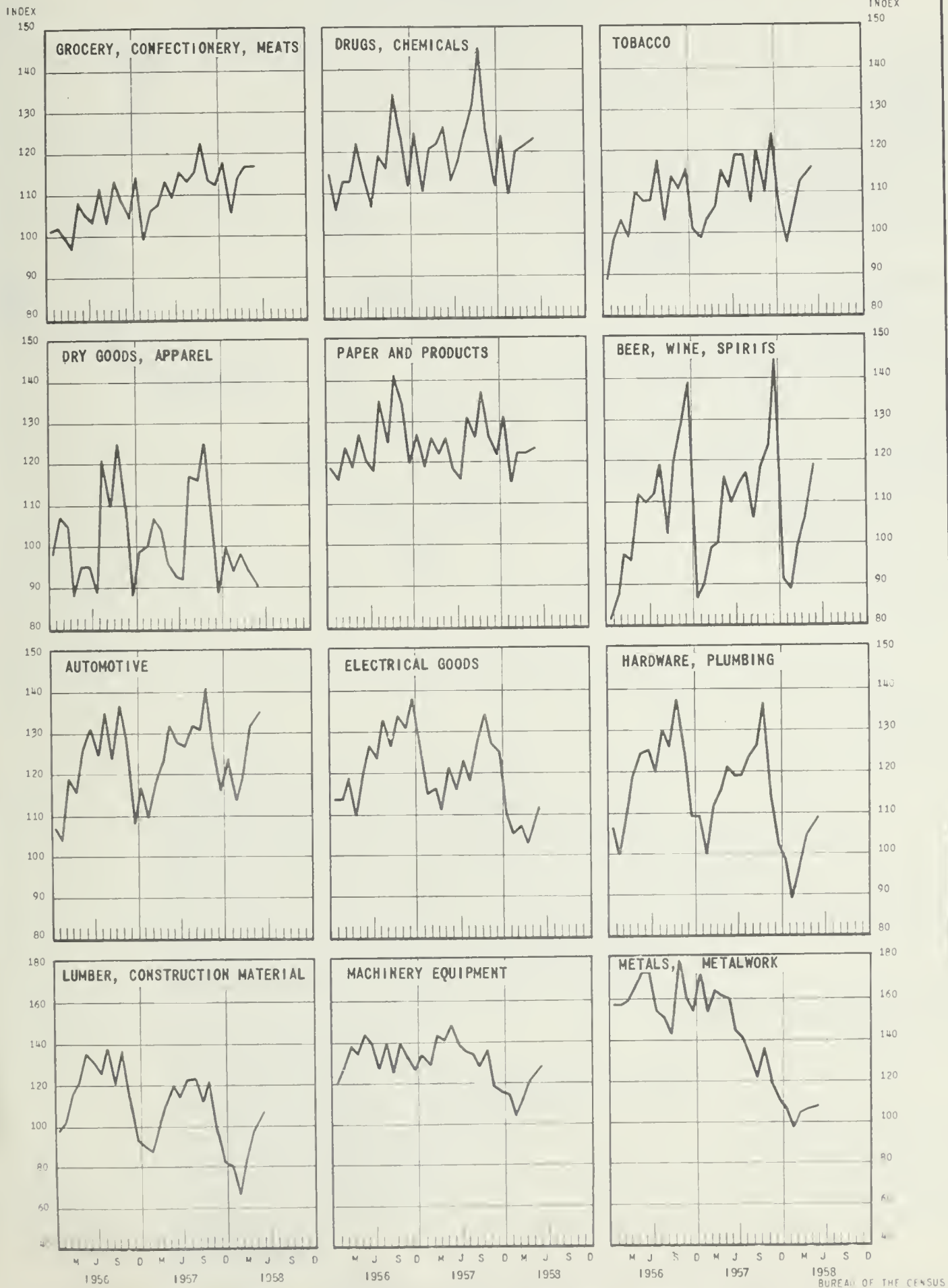


Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS

MAY 1958

Kind of business	Sales*			Inventory, end-of-month (at cost)		Stock-sales ratios (percent)		
	Percent change							
	May 1958 from--		5 mo. 1958 from 5 mo. 1957	Percent change, May 1958 from--		May 1958	May 1957	April 1958
	May 1957	April 1958		May 1957	April 1958			
MERCHANT WHOLESALERS, TOTAL.....	-7	+2	-8	-1	-2	132	126	137
DURABLE GOODS, TOTAL.....	-13	+4	-17	-2	-1	185	164	193
Automotive wholesalers.....	+5	+3	+4	+8	+2	212	198	213
Motor-vehicle distributors*.....	+2	+3	-7	0	-3	123	120	129
Automotive equipment, tire-tube wholesalers.....	+5	+1	+8	+9	+2	229	213	229
Electrical, electronics, appliance distributors.....	-6	+6	-8	-8	-3	184	174	200
Electrical apparatus, supplies distributors ¹	-5	+9	-9	-5	-2	178	165	198
Electrical appliances, TV, radio sets, electronic parts, distributors.....	-7	+3	-7	-10	-3	191	184	202
Furniture, home furnishings wholesalers.....	-4	-3	-8	-5	-2	183	189	187
Furniture wholesalers.....	-12	0	-11	-6	-2	213	200	216
Home furnishings, floor coverings wholesalers.....	0	-4	-6	-5	-2	173	184	178
Hardware, plumbing-heating goods wholesalers.....	-10	+4	-10	-7	-1	223	224	234
Hardware wholesalers.....	-9	+1	-10	-8	0	237	239	243
Plumbing, heating equipment, supplies distributors.....	-10	+6	-10	-6	-1	211	209	225
Lumber, construction materials distributors.....	-11	+9	-14	0	-1	107	100	113
Lumber, millwork wholesalers.....	-12	+9	-17	+3	-2	114	100	123
Construction materials distributors.....	-10	+10	-12	-2	0	100	100	105
Machinery, equipment, supplies distributors.....	-13	+5	-16	-3	-1	189	161	198
Air conditioning, commercial refrigeration equipment, distributors*.....	0	+12	-2	+2	0	148	139	158
Commercial machines, equipment distributors*.....	-7	0	-8	+2	-2	184	173	192
Industrial machinery, equipment, supplies distributors.....	-21	+5	-27	-6	-2	184	144	186
Professional equipment, supplies distributors.....	+6	-1	+9	+3	+1	217	207	206
Surgical, medical, hospital supply houses*.....	+3	-4	+3	+1	-2	201	189	192
Service establishment supply houses.....	-1	+3	0	+6	-2	132	116	137
Metals, metalwork (except scrap) distributors.....	-32	+1	-36	-4	-2	253	188	245
Iron, steel and products distributors.....	-33	0	-35	-5	-2	280	217	276
Nonferrous metals distributors.....	-29	+7	-36	+3	+1	155	98	147
Scrap, waste materials dealers.....	-34	-6	-44	+25	+5	107	53	93
Iron, steel scrap dealers.....	-44	-13	-54	+49	+6	136	49	109
Waste materials dealers.....	-18	+2	-25	-3	+4	81	56	77
Jewelry wholesalers*.....	-13	+4	-15	-1	-3	252	221	277
NONDURABLE GOODS, TOTAL.....	-3	+1	-2	+2	-3	93	93	97
Grocery, confectionery, meat wholesalers.....	+4	0	+6	0	0	70	72	70
General-line grocery wholesalers.....	+4	+2	+5	+3	-1	92	96	93
Voluntary groups*.....	+5	0	+6	+3	-3	83	87	88
Retailer-cooperative*.....	+4	-6	+5	+7	+5	77	80	71
Nonaffiliated*.....	+4	0	+8	+2	-2	109	112	109
Specialty-line grocery wholesalers.....	+1	0	+3	-9	0	65	66	67
Confectionery wholesalers.....	+4	+2	+5	+11	0	65	61	64
Meat, meat products wholesalers.....	+8	-2	+14	+4	+5	20	21	19
Farm products (edible) distributors.....	+4	-1	+8	+2	-4	19	19	18
Poultry, poultry products distributors.....	+13	-8	+19	-18	+2	17	22	17
Fresh fruit, vegetable wholesalers.....	0	+3	+4	+10	-6	20	17	19
Beer, wine, distilled spirits wholesalers.....	+2	+13	+3	+3	+3	108	109	116
Beer, ale distributors.....	0	+14	0	-8	+4	50	57	56
Wine, distilled spirits wholesalers.....	+5	+12	+5	+6	+3	152	149	160
Drugs, chemicals, allied products wholesalers.....	-3	+1	-1	+3	-1	145	139	150
Drug wholesalers (general and specialty lines).....	0	0	+2	+4	-1	166	159	167
Industrial chemicals, explosives wholesalers.....	-7	+2	-6	+1	0	88	86	99
Paint, varnish wholesalers.....	-7	+8	-9	-2	-1	143	143	155
Tobacco distributors.....	+1	+3	+2	+4	0	58	59	60
Dry goods, apparel wholesalers.....	-6	-4	-6	-7	-3	189	199	187
Clothing, furnishings, footwear wholesalers.....	-4	-8	-2	-6	-3	207	218	201
Dry goods wholesalers (general and specialty lines).....	-12	-2	-9	0	-1	178	184	168
Piece goods converters*.....	-2	0	-8	-7	-7	176	193	192
Paper, allied products wholesalers.....	-3	+1	-1	-3	+1	113	112	113
Paper wholesalers.....	-2	+1	+1	-3	+1	110	110	109
Stationery, wallpaper wholesalers*.....	-4	+1	-7	0	+1	147	132	150
Farm products (raw materials) merchants*.....	-11	-1	-12	+8	-15	115	98	148
Other nondurable goods wholesalers*.....	-2	0	-8	+8	-2	104	100	103
Amusement, sporting goods distributors.....	-1	+1	+2	+9	+3	182	185	168
Book, magazine, newspaper wholesalers*.....	+11	0	+10	+9	+2	165	165	159
Coal wholesalers.....	-23	+14	-20	-35	-8	63	98	76
Farm supplies wholesalers.....	+1	-14	-5	+7	-10	97	87	85

* See text, page 8.

¹ Data for March, April 1958 have been revised. Revisions in the sales estimates at the United States level are shown in Table 1. Revised data for sales and inventory trends at the United States level and by geographic division are available upon request to the Director, Bureau of the Census, Washington 25, D. C.

UNITED STATES, BY GEOGRAPHIC DIVISION SALES OF MERCHANT WHOLESALERS FIVE MONTHS 1958 COMPARED WITH FIVE MONTHS 1957



UNITED STATES (-8)

STOCKS—SALES RATIOS OF MERCHANT WHOLESALERS IN SELECTED KINDS OF BUSINESS MAY 1958 COMPARED WITH MAY 1957

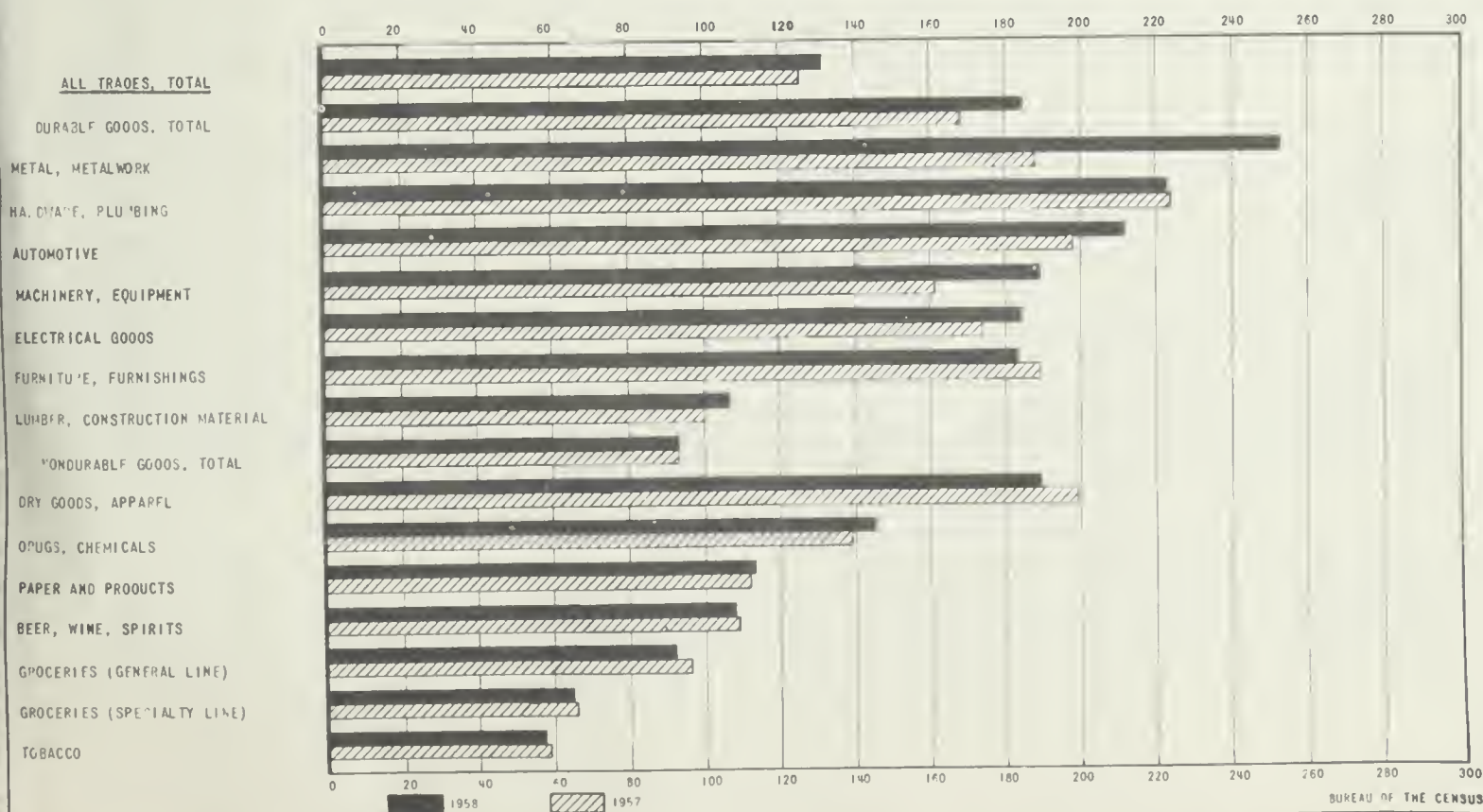


Table 3.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS

MAY 1958

Kind of business and geographic division (see map page 5)	Sales*			Inventory, end-of-month (at cost)		Stock-sale ratios (percent)		
	Percent change							
	May 1958 from--		5 mo. 1958 from 5 mo. 1957			May 1958	May 1957	April 1958
	May 1957	April 1958		May 1957	April 1958			
MERCHANT WHOLESALERS, TOTAL.....	-7	+2	-8	-1	-2	132	126	137
New England.....	-6	+2	-7	-6	-1	134	133	137
Middle Atlantic.....	-9	0	-9	-1	-1	119	110	121
East North Central.....	-9	+1	-10	-11	0	126	119	127
West North Central.....	+1	+5	-1	-2	-2	118	121	125
South Atlantic.....	-3	+2	-5	+3	-3	151	149	164
East South Central.....	-6	+5	-7	+13	-4	175	139	191
West South Central.....	-7	-2	-10	-1	-4	151	142	157
Mountain.....	0	+5	0	0	-2	148	144	153
Pacific.....	-3	+5	-5	-6	-1	131	132	138
Automotive equipment, tire-tube wholesalers.....	+5	+1	+8	+9	+2	229	213	229
New England.....	-3	0	-9	+6	-1	184	202	170
Middle Atlantic.....	-4	-2	+3	-6	+2	197	173	203
East North Central.....	-18	-2	-6	+6	+3	185	145	173
West North Central.....	+7	+6	+5	+2	+1	277	297	287
South Atlantic.....	-3	+2	-1	+5	+3	250	234	244
East South Central.....	+4	-3	+1	0	+1	261	250	255
West South Central.....	+13	+4	+4	+11	-1	233	230	239
Mountain.....	(X)	+11	(X)	(X)	+1	271	241	265
Pacific.....	+15	+11	+1	-5	+5	232	248	251
Electrical apparatus, supplies distributors ¹	-5	+9	-9	-5	-2	178	165	198
New England.....	-8	+14	-18	-7	-2	240	211	252
Middle Atlantic.....	-11	+6	-8	-5	-4	158	143	164
East North Central.....	-13	+8	-12	-9	0	177	172	194
West North Central.....	-10	+9	-14	-10	-1	215	211	244
South Atlantic.....	-17	+4	-21	-6	-3	181	147	196
East South Central.....	-13	+19	-16	-4	-6	192	166	244
West South Central.....	-2	+6	-7	-7	-4	187	196	218
Mountain.....	+15	+22	+1	+5	-1	169	158	202
Pacific.....	-6	+13	-5	0	-2	162	145	179
Elect. appliances, TV, radio sets, electronic parts distributors.....	-7	+3	-7	-10	-3	191	184	202
New England.....	(X)	+7	(X)	(X)	-12	(X)	(X)	(X)
Middle Atlantic.....	-16	+6	-11	-17	-5	167	159	180
East North Central.....	-7	-1	-15	-4	+2	205	194	191
West North Central.....	-16	+7	-11	-14	+1	213	173	219
South Atlantic.....	-9	+18	-15	-12	-6	197	201	224
East South Central.....	-22	0	-11	-15	+2	206	167	203
West South Central.....	+2	+23	-7	-9	-7	167	187	220
Pacific.....	-2	-1	-4	-14	-3	189	213	191
Furniture, home furnishings wholesalers.....	-4	-3	-8	-5	-2	183	189	187
New England.....	-3	+16	-4	(X)	(X)	(X)	(X)	(X)
Middle Atlantic.....	-7	-2	-11	-4	0	179	185	179
East North Central.....	-8	-4	-11	-5	-5	180	165	183
West North Central.....	+3	+6	-3	-6	-1	143	171	149
South Atlantic.....	-4	0	-4	-14	+6	173	208	202
East South Central.....	-14	-6	-15	-12	-7	248	242	278
West South Central.....	-21	0	-9	(X)	+2	208	266	202
Mountain.....	+4	+1	-6	(X)	-5	(X)	(X)	(X)
Pacific.....	-6	-1	-7	-4	-3	205	191	201
Hardware wholesalers.....	-9	+1	-10	-8	0	237	239	243
New England.....	-1	+2	-10	+2	+1	184	143	191
Middle Atlantic.....	-6	-1	-9	-5	-3	205	208	207
East North Central.....	-14	0	-13	-9	-4	232	220	235
West North Central.....	-2	+2	+3	-13	0	228	256	223
South Atlantic.....	-7	+5	-9	-7	-3	253	255	269
East South Central.....	-1	+3	-11	-2	+12	231	231	258
West South Central.....	-13	-2	-9	-4	-2	312	281	315
Mountain.....	-8	+3	-10	-14	-3	280	298	299
Pacific.....	-8	+3	-6	-9	+1	255	259	257
Plumbing, heating equipment, supplies distributors.....	-10	+6	-10	-6	-1	211	209	225
New England.....	-11	+7	-9	-19	-2	243	259	285
Middle Atlantic.....	-14	0	-12	-9	-2	217	210	220
East North Central.....	-9	+7	-13	-3	-1	218	206	243
West North Central.....	+5	+19	-1	-11	+4	221	257	242
South Atlantic.....	-4	+1	-7	-2	-3	181	178	194
East South Central.....	(X)	-1	(X)	(X)	+4	(X)	(X)	(X)
West South Central.....	0	+5	-5	+1	+4	288	294	274
Mountain.....	(X)	+15	(X)	(X)	(X)	(X)	(X)	(X)
Pacific.....	-4	+9	-6	-8	-3	190	189	204
Lumber, construction materials distributors.....	-11	+9	-14	0	-1	107	100	113
New England.....	-18	+7	-7	+2	-2	106	80	107
Middle Atlantic.....	-13	+10	-16	-1	-2	133	116	143
East North Central.....	-7	+4	-12	-10	+2	100	96	100
West North Central.....	-12	+9	-9	+11	+3	149	145	156
South Atlantic.....	-9	-1	-12	-6	-1	184	177	196
East South Central.....	(X)	+12	(X)	(X)	+5	120	72	121
West South Central.....	+4	+10	0	+2	-1	84	87	93
Pacific.....	-5	+9	-11	(X)	-4	59	63	71

See page 7 for footnotes.

Table 3.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS--Continued

MAY 1958

Kind of business and geographic division (see map page 5)	Sales*			Inventory, end-of-month		Stock-sales ratios		
	Percent change			(at cost)		(percent)		
	May 1958 from--		5 mo. 1958 from 5 mo. 1957	Percent change, May 1958 from--		May 1958	May 1957	April 1958
	May 1957	April 1958		May 1957	April 1958			
Industrial machinery, equipment supplies distributors.....	-21	+5	-27	-6	-2	184	144	186
New England.....	-7	(X)	-10	-23	-6	208	228	202
Middle Atlantic.....	-17	-9	-16	+9	+4	134	110	125
East North Central.....	-37	-5	-26	-12	-3	149	99	139
West North Central.....	(X)	+12	(X)	0	0	120	138	164
South Atlantic.....	-21	0	-27	(X)	-2	175	137	169
West South Central.....	-30	-2	-37	-2	-3	237	167	258
Mountain.....	-21	+6	-11	-4	-1	344	246	305
Pacific.....	-23	+7	-19	-9	0	202	154	202
General-line grocery wholesalers.....	+4	+2	+5	+3	-1	92	96	93
New England.....	+2	+4	+2	-2	-2	96	100	101
Middle Atlantic.....	+13	+2	+6	+5	-1	94	107	99
East North Central.....	0	+1	+9	+3	+1	83	86	85
West North Central.....	+5	-2	+7	+1	0	83	87	83
South Atlantic.....	+10	+1	+7	+13	+1	103	106	102
East South Central.....	+4	-2	+6	+2	-4	95	97	93
West South Central.....	+6	-3	+10	+7	-5	109	110	110
Mountain.....	+5	+5	+6	+5	-2	107	114	114
Pacific.....	-1	-10	+4	+9	+2	82	74	72
Specialty-line grocery wholesalers.....	+1	0	+3	-9	0	65	66	67
Middle Atlantic.....	+1	-3	+2	-16	-1	58	60	59
East North Central.....	+4	+8	+5	-1	-1	64	67	71
South Atlantic.....	+15	-4	+7	+17	(X)	(X)	90	84
West South Central.....	(X)	-5	(X)	(X)	-2	49	55	49
Pacific.....	+3	+8	-2	-14	+3	48	53	52
Fresh fruit, vegetable wholesalers.....	0	+3	+4	+10	-6	20	17	19
New England.....	-3	+14	+6	(X)	-3	15	15	17
Middle Atlantic.....	-9	+5	-1	+20	+7	14	11	15
East North Central.....	-7	-1	+3	(X)	+8	20	15	17
West North Central.....	+25	-6	+22	+12	+2	41	38	39
South Atlantic.....	+3	+6	+9	-11	-23	12	12	14
West South Central.....	-1	+4	+3	+1	+2	16	15	16
Mountain.....	+16	+16	+20	+5	-4	38	26	55
Pacific.....	+2	+1	+8	+2	-6	26	24	25
Drug wholesalers (general and specialty lines).....	0	0	+2	+4	-1	166	159	167
New England.....	-4	-1	-2	(X)	(X)	(X)	(X)	(X)
Middle Atlantic.....	-5	-1	-3	0	-4	135	126	140
East North Central.....	-3	-2	-1	+4	0	177	164	173
West North Central.....	+5	+2	+5	+6	+4	166	156	160
South Atlantic.....	0	-2	+3	+4	-2	176	169	179
East South Central.....	-3	-4	+5	+5	-2	207	195	200
West South Central.....	+1	0	+6	+5	-1	195	182	195
Mountain.....	-1	+1	+4	+2	0	205	197	202
Pacific.....	+1	0	+3	+17	-1	139	144	141
Tobacco distributors.....	+1	+3	+2	+4	0	58	59	60
New England.....	+2	+7	+3	+1	0	58	59	64
Middle Atlantic.....	+3	+7	+5	-7	+1	65	76	68
East North Central.....	0	+5	+4	+2	0	54	54	56
West North Central.....	+5	+7	+5	+5	+2	62	65	65
South Atlantic.....	-4	-2	+3	+13	0	56	49	54
West South Central.....	+2	+6	+5	-4	0	53	50	52
Mountain.....	+4	+11	+4	(X)	+1	(X)	(X)	(X)
Pacific.....	+14	+3	+10	(X)	(X)	(X)	(X)	(X)
Dry goods, apparel wholesalers.....	-6	-4	-6	-7	-3	189	199	187
New England.....	-14	-1	-5	-10	-6	162	151	139
Middle Atlantic.....	-4	-7	-7	-9	-5	176	183	178
East North Central.....	-4	+4	-11	-6	+4	221	210	216
West North Central.....	(X)	-13	(X)	(X)	0	175	(X)	162
South Atlantic.....	0	+2	-5	(X)	+4	(X)	(X)	(X)
West South Central.....	(X)	-13	(X)	(X)	(X)	(X)	(X)	(X)
Pacific.....	+5	(X)	-2	(X)	-6	153	163	156

* See text, page 8.

X Withheld due to extreme variation of reported data.

¹ Data for March, April 1958 have been revised. Revisions in the sales estimates at the United States level are shown in Table 1. Revised data for sales and inventory trends at the United States level and by geographic division are available upon request to the Director, Bureau of the Census, Washington 25, D. C.

DESCRIPTION OF SAMPLE, ESTIMATING PROCEDURE, AND RELIABILITY OF THE DATA

1. Scope of Survey

This survey is limited to merchant wholesalers, which constitute the major portion of the broad field of wholesale trade, and excludes other types of wholesale trade such as manufacturers sales branches and sales offices; petroleum bulk stations; agents and brokers and assemblers of farm products. All kinds of business in which merchant wholesalers operate are represented in this survey.

Merchant wholesalers are defined in the Standard Industrial Classification Manual issued by the Bureau of the Budget, Executive Office of the President, as "Establishments usually known as wholesalers, merchant wholesalers or jobbers, primarily engaged in buying, taking title to, and where customary, physically storing and handling goods and selling the goods at wholesale principally to retailers and industrial and commercial users. This group also includes industrial and distributors, exporters, and importers, cash-and-carry wholesalers; drop shippers, wagon distributors, etc. The establishments included in this group may perform operations on the goods incidental to the wholesale trading and delivery, such as installing equipment, and fixtures; and collecting and baling waste materials." Firms which, in addition to merchant wholesale establishments, operate other types of establishments, e.g., retail, manufacturing, etc., report in this survey only for their merchant wholesale establishments. A description of each kind-of-business classification shown in this report is included on pages 10 through 12.

2. Sample Design

Firms reporting in the survey are part of a probability sample representing merchant wholesalers in all kinds of business. The sample, which includes over 17,000 firms (about 26,000 establishments) is drawn from two sources: (1) 1954 Census of Business lists representing all wholesalers (with paid employees) in business in 1954 and (2) Bureau of Old Age and Survivors Insurance (BOASI) lists of wholesalers (with paid employees) entering business (or requesting new Employer Identification Numbers) since 1954. The sample is supplemented twice a year for new firms on the BOASI lists.

The reporting panel includes a fixed panel of about 1,400 very large firms reporting monthly and four rotating panels each containing about 3,900 smaller firms which report every fourth month. In any given month, the total reporting panel includes about 5,300 firms.

The number of firms selected in the sample for each kind of business varies from 150 to 650 firms, depending upon (a) the total number of firms in the trade, (b) and distribution of firms within the trade by sales size, and (c) whether geographic division trends are to be shown for the trade. In those kinds of business for which percentage changes are shown by geographic division, the sample chosen for the national estimates was increased by about 50 percent to provide wider representation by geographic division. In some of these trades, however, data are not shown separately for some geographic divisions because even this increase in the sample size will not provide reliable results in all geographic divisions.

3. Published Data

Sales.--This report includes monthly dollar volume estimates of sales by kind of business for the United States as a whole (Table 1) and sales trends (percent changes) derived from these estimates (Table 2). Sales trends are shown in Table 2 for some detailed kind of businesses for which estimates are not shown separately in Table 1. For these kinds of business (identified by * in Table 2) the trends are based only on the weighted sales of identical firms (i.e., firms reporting data for each of the months for which comparisons are made). Sales trends by geographic division are also shown for selected kinds of business (Table 3). In Table 3, the trends for geographic division are based on

weighted sales of identical firms; however, sales trends at the United States level are derived from the dollar volume estimates shown in Table 1.

Sales include sales of merchandise and receipts from repairs or other services to customers, after deducting returns and allowances, and discounts. Sales of merchandise for others on a commission basis are also included. Local and State sales taxes, and Federal excise taxes are included.

Inventories.--This report presents inventory trends by kind of business for the United States as a whole (Table 2) and by geographic division (Table 3). These inventory trends are based on the weighted inventories of identical firms (i.e., firm reporting data for each of the months compared).

Inventories represent stocks, at cost, of merchandise on hand for sale at the end of the month.

Stock-sales ratios.--These are presented by kind of business for the United States as a whole (Table 2) and by geographic division (Table 3). The stock-sales ratios are percentages derived by dividing weighted stocks, at cost, by weighted sales for only those firms reporting inventories in conjunction with sales in all three periods compared. Excluded from these ratios were all firms which report "zero" inventories (e.g., drop shippers). No adjustment is made in these calculations for the markup of sales, which varies from trade to trade. Stock-sales ratios for previous months shown in the current report may differ from those published in previous reports since the reporting panel varies.

4. Estimating Procedure

Each firm selected in the sample has an assigned weight which reflects its probability of selection in the sample. Large firms are selected with certainty, thus having a weight of one (1). Other firms are sampled at varying rates, depending upon size, with smaller firms having a lower probability of selection and thus a larger weight.

For most firms reporting, data are available for each of three months (current, previous, and year ago). New firms reporting provide data for at least two months (current and previous). Sales and inventory figures reported for each firm are multiplied by its weight (the reciprocal of its probability of selection) and the results summarized to obtain the dollar volume estimates, percentage changes and stock-sales ratios shown in this report.

Volume estimates.--The summation of the weighted reports of sales for each monthly panel provides unbiased dollar volume estimates, by kind of business, for two months--the current month and the preceding month. However, the published estimate is a "composite" of two estimates (a) the unbiased estimate for the current month obtained from the summation of the current month reports and (b) a ratio estimate obtained by multiplying the "composite" estimate for the previous month by the ratio of the current month unbiased to previous month unbiased estimates obtained from the summation of the current reports. The unbiased estimate (a) receives a weight of .3 while the ratio estimate (b) receives a weight of .7. The resulting weighted average provides a "composite" estimate of the dollar volume of sales considerably more reliable than either of the two estimates taken alone.

Percentage changes.--Two types of percentage change figures are presented in this report, viz., (1) percentage changes derived from dollar volume estimates (2) percent changes based on the weighted data from identical firms (i.e., those reporting data for each of the months for which comparisons are made). The percentage changes based on identicals however, should not be regarded as an unbiased measure of percentage change. Since only those establishments reporting in both periods compared are included, the net change due to births and deaths is not reflected in the ratios shown.

DESCRIPTION OF SAMPLE, ESTIMATING PROCEDURE, AND RELIABILITY OF THE DATA--Continued

5. Reliability of the Data

Estimates based on a sample are subject to sampling variability and thus are not expected to be in exact agreement with a complete census taken with the same enumeration procedures. For all trades combined, the sampling variability of the "composite" sales estimates for any individual month, is less than one percent at the one sigma level. That is to say, the chances are about two out of three that the estimated sales shown would differ by less than one percent from the results of a complete enumeration. The variability of estimates for kind-of-business groups and individual kinds of business is generally higher than for total merchant wholesale trade but for most trades the sampling variability is less than 5 percent at the one sigma level. Table 4 presents these sampling variabilities of the estimates for September, October, November and December 1957. Since these measures are also subject to sampling variability due to sampling.

The sampling variability of the ratios based on weighted identicals has not been evaluated. However, where these ratios are based on a small number of reports (viz., trends by geographic division) the sampling variability is usually quite high.

These measures do not include biases that may arise from other nonsampling errors, such as failure of respondent to submit correct figures or to submit a report in time for tabulation. In preparing the dollar volume estimates, an estimate is included for those firms that fail to respond. To the extent that the estimates for these firms may differ from the actual figures, nonresponse affects the reliability of the dollar volume estimate. As a result, dollar volume estimates are not published separately in a few trades where the nonresponse rate was considered too high to provide reliable level estimates. Approximately 10 percent of the total sales are imputed for nonresponse.

Table 4.--SAMPLING VARIABILITY--MONTHLY ESTIMATES OF SALES OF MERCHANT WHOLESALERS, BY KIND OF BUSINESS

Kind of business	Sampling error of monthly dollar value of sales				Sampling error of the ratio of sales	
	1957				Dec. 1957 from--	
	Sept.	Oct.	Nov.	Dec.	Nov. 1957	Dec. 1956
	Percent				Percent	
MERCHANT WHOLESALERS, TOTAL.....	0.6	0.7	0.9	0.8	0.6	0.9
DURABLE GOODS, TOTAL.....	0.8	0.9	1.0	1.2	0.9	1.2
Automotive.....	4	3	4	3	2	3
Automotive equipment, tire-tube.....	4	3	4	4	2	3
Electrical, electronics, appliances....	2	2	2	3	2	2
Electrical apparatus, supplies.....	3	3	2	3	2	3
Electrical appliances, TV, radio sets, electronic parts.....	4	3	3	4	3	4
Furniture, home furnishings.....	3	2	2	3	2	3
Furniture wholesalers.....	6	5	5	5	3	5
Home furnishings, floor coverings....	4	3	3	4	3	4
Hardware, plumbing-heating goods.....	2	2	2	2	1	1
Hardware.....	2	2	2	2	2	2
Plumbing, heating equipment, supplies.....	4	2	3	3	2	2
Lumber, construction materials.....	2	3	3	3	2	4
Lumber, millwork.....	5	5	6	6	4	5
Construction materials.....	3	3	4	4	3	5
Machinery, equipment, supplies.....	2	2	2	3	2	3
Industrial machinery, equipment, supplies.....	4	5	5	5	3	6
Professional equipment, supplies....	5	4	4	6	5	5
Service establishments supply houses.	6	4	4	4	3	7
Metals, metalwork (except scrap).....	2	2	3	4	3	4
Iron, steel and products.....	3	3	4	7	6	7
Nonferrous metals.....	5	3	3	3	1	3
Scrap, waste materials.....	4	3	4	5	3	4
Iron, steel scrap.....	3	3	5	6	4	6
Waste materials.....	7	5	4	7	4	6
NONDURABLE GOODS, TOTAL.....	1.0	1.2	1.2	1.2	0.9	1.4
Grocery, confectionery, meat.....	2	2	2	2	2	3
General-line grocery.....	3	3	2	2	1	2
Specialty-line grocery.....	5	5	6	7	3	7
Confectionery.....	4	6	5	4	3	4
Meat, meat products.....	5	4	4	4	2	2
Farm products (edible).....	4	3	3	3	2	3
Poultry, poultry products.....	5	4	5	4	3	5
Fresh fruit, vegetables.....	4	3	4	5	4	3
Beer, wine, distilled spirits.....	2	2	2	2	2	3
Beer, ale.....	3	3	4	4	3	4
Wine, distilled spirits.....	3	3	3	3	3	4
Drugs, chemicals, allied products....	2	2	2	2	2	3
Drugs (general and specialty lines).	3	2	2	3	2	3
Industrial chemicals, explosives....	3	3	4	4	3	5
Paint, varnish.....	4	4	6	5	3	4
Tobacco.....	2	2	2	2	2	2
Dry goods, apparel.....	2	3	3	4	2	5
Clothing, furnishings, footwear....	6	6	6	8	6	7
Dry goods (general and specialty lines).....	5	5	4	6	5	6
Paper, allied products.....	3	2	3	3	2	3
Paper.....	3	2	3	3	2	3
Amusement, sporting goods.....	5	5	5	3	3	6
Coal wholesalers.....	4	4	5	5	2	8
Farm supplies wholesalers.....	4	5	5	4	2	7

Note: The above table provides approximate measures of the sampling variability of the dollar volume estimates of sales and of the ratios between sales for the two months specified. The ratio between sales for two consecutive months generally has a smaller sampling error than either the ratios between sales for two months a year apart or estimates of the level of sales. These sampling errors are themselves subject to sampling variability and thus should be regarded as giving a general rather than exact idea of the variability due to sampling. Differences from month to month may be due to this error in the estimates of sampling error. Differences may also result from seasonal or cyclical fluctuation in the sales of individual firms.

The sampling errors shown above can be converted to a range by the following computation: Multiply the sampling error by the estimate (whether it is a dollar volume estimate or a ratio). Add and subtract the resulting product from the published estimate. The resulting range is expected to include the "expected value" (that is, the value which could be obtained from a complete enumeration) about two out of three times. Doubling the sampling error and repeating the above process will give a range which will include the "expected value" about 19 out of 20 times.

To illustrate the computation of these ranges for monthly dollar volume estimates, consider the estimate made for all durable goods in December 1957. The published estimate is \$3,656 million while the sampling error shown for this month is 1.2 percent (or .012). Multiplying \$3,656 million by .012, we obtain \$44 million. Thus, the chances are two out of three that the "expected value" of the estimate is between \$3,612 and \$3,700 million. Doubling the given sampling error gives us the limits, \$3,568 to \$3,744 million, which will contain the "expected value" 19 out of 20 times.

As an example of the use of these sampling error data with ratios, consider the ratio of change from November 1957 to December 1957 for all durable goods. This ratio of change, obtained by dividing \$3,656 million by \$3,607 million, is 0.94 (it can also be expressed as a 6% decrease). The sampling error of this statistic is 0.9 percent (.009). Multiplying 0.94 by .009, we obtain .008 as the standard error of the ratio. There is a probability of two out of three that the "expected ratio" is contained in the range 0.93 to 0.95 while there is a probability of 19 out of 20 that the "expected ratio" is contained in the range 0.92 to 0.96.

DESCRIPTION OF KINDS OF BUSINESS

All kinds of business in which merchant wholesalers operate are represented in this survey. The kinds of business shown in this report parallel broad classifications used in the 1954 Census of Business covering wholesale trade. Each establishment in this survey has been assigned a kind-of-business classification based upon its trade designation and an analysis of its sales by commodity lines as reported to the Bureau of the Census. A description of each kind-of-business classification in this report is given below.

DURABLE GOODS

Automotive wholesalers

Motor-vehicle distributors.--Merchant wholesale establishments primarily engaged in selling new and used passenger automobiles and similar motor vehicles, road-type trucks, truck tractors, busses, trailers, and semitrailers to dealers or to fleet operators, industrial accounts, and to commercial users. Dealers in road-type trucks, truck tractors, and truck trailers are included here on the basis of kind-of-goods sold.

Automotive equipment, tire-tube wholesalers.--Merchant wholesale establishments--frequently referred to as jobbers in this trade--primarily engaged in selling automotive equipment, accessories, parts, tires, tubes and garage equipment and tools.

Electrical, electronics, appliance distributors

Electrical apparatus, supplies wholesalers.--Merchant wholesale establishments selling a general line of electrical equipment and apparatus; wiring supplies and construction materials; lighting fixtures and lamps; radio and television sets and accessories; electric refrigerators and other electrical appliances and specialties; and electronic parts and equipment; and those primarily engaged in selling such electrical equipment and apparatus; wiring supplies and construction materials, and lighting fixtures and lamps, as conduits and fittings, interior wires and cables, wiring devices, safety switches, poles, crossarms, pole-line hardware, outside wires and cables, residential, commercial, and industrial lighting fixtures, and incandescent and fluorescent lamps. Establishments specializing in the sale of electrical prime movers and other electrical power equipment for the generation, transmission, or utilization of electric energy are also included.

Electrical appliances, TV, radio sets, electronic parts distributors.--Merchant wholesale establishments primarily engaged in selling such electrical appliances and specialties as radio and television sets, dish washers, electric refrigerators, electric ranges, washing machines, ironers, radio and television parts and accessories, home freezers, sewing machines, hot water heaters, electric irons, percolators, clocks, hotplates, vacuum cleaners, etc., and electronic tubes, electronic replacement parts and accessories, and transmission and sound equipment.

Furniture, home furnishings wholesalers

Furniture wholesalers.--Merchant wholesale establishments primarily engaged in selling home or office furniture--wooden, metal or other.

Home furnishings, floor coverings wholesalers.--Merchant wholesale establishments primarily engaged in selling household china, glassware, and earthenware; floor coverings (carpets, rugs, linoleums, etc.); antique home furnishings; and miscellaneous home furnishings such as brooms, brushes, curtains, draperies, pictures and picture frames, window shades, kitchen utensils, phonograph records, and musical instruments.

Hardware, plumbing, heating goods wholesalers

Hardware wholesalers.--Merchant wholesale establishments selling a general line of merchandise sufficiently broad to service retail hardware stores and the hardware departments of other outlets--general-line hardware wholesalers; and establishments primarily engaged in selling builders hardware, heavy hardware, shelf or light hardware, and hardware

specialties such as tools, cutlery, bolts, nuts, rivets, screws, padlocks, keys, and the like--specialty-line hardware wholesalers.

Plumbing, heating equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling plumbing and heating equipment and supplies such as plumbing fixtures, including sanitary ware; steam and hot water heating boilers, radiators, parts, and fittings; stoves, ranges, furnaces, and other types of heating apparatus (except electric); oil burners; gas appliances and supplies; plumbing pipe, valves, and fittings; and plumbers brass goods

Lumber, construction materials distributors

Lumber, millwork wholesalers.--Merchant wholesale establishments primarily engaged in selling lumber and millwork such as rough, dressed, and finished lumber; sheathing siding, flooring, shingles, plywood, veneers, doors, sashes, frames, interior woodwork and trim.

Construction materials distributors.--Merchant wholesale establishments primarily engaged in selling such construction materials as brick, tile, and terra cotta; cement, lime and plaster; building glass; sand, gravel, and crushed stone ready-mixed concrete; roofing, siding and insulation; and stone, slate, concrete products, and building board.

Machinery, equipment, supplies distributors

Air conditioning, commercial refrigeration equipment distributors.--Merchant wholesale establishments primarily engaged in selling commercial refrigeration equipment (including electric) such as refrigerators, display cases, freezers, dispensers, water coolers, food locker equipment and those selling air conditioning and ventilating equipment and supplies, including fans, blowers, and accessories. Establishments specializing in the sale of commercial refrigeration components and accessories are also included in this classification.

Commercial machines, equipment distributors.--Merchant wholesale establishments primarily engaged in selling office machines and equipment (except furniture) such as adding machines, typewriters, addressing, duplicating, sealing, computing, stapling, accounting, and statistical machines; restaurant and hotel equipment such as coffee urns, steam tables, china, glassware, silverware, linens, and related items; store machines and fixtures such as display fixtures, show racks, pricing equipment, cash registers, scales, meat slicers and grinders, coffee grinders, etc.; and such related equipment as florists' supplies, theater supplies and equipment, and parking meters. Establishments primarily engaged in selling to users are included, as well as those selling to dealers.

Industrial machinery, equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling machinery, equipment, and supplies to manufacturing and mining concerns. Included here are establishments selling industrial machinery; industrial belting, hose, and packing machine tools, mine and mill supplies; oil well and oil refining supplies; printing machinery and supplies; industrial rope, cordage, and twine; industrial materials, handling equipment; power transmission equipment; and machinery and equipment for such industries as food products, woodworking, shoe manufacturing, tanning, textile, and paper and pulp.

Professional equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling dental supplies (chairs, sterilizers, cabinets, instruments, dental gold and alloys, waxes, teeth, and the like); religious supplies (church goods and religious articles such as statuary, vestments, fonts, candles, religious pictures, calendars, literature, etc.); school equipment and supplies (desks, blackboards, chalk, rulers, wall and globe maps, etc.); optical goods; surgical, medical, hospital supplies and equipment; artists supplies; engineering instruments and supplies; and supplies for other professions.

Surgical, medical, hospital supply houses.--Merchant wholesale establishments primarily engaged in selling surgical and medical instruments; doctors apparatus and equipment; orthopedic appliances; artificial limbs; operating room and other hospital equipment; X-ray machines and accessories and other scientific instruments used by physicians and in hospitals.

Service establishments, supply houses.--Merchant wholesale establishments primarily engaged in selling barber and beauty supplies; laundry, dry cleaning equipment, supplies (washing, drying, ironing, and pressing machines; laundry mops and chemicals; dry cleaning fluids, marking equipment, etc.); shoe service supplies and equipment, undertakers supplies (caskets, burial vaults, burial garments, embalming chemicals and preparations, and other morticians and funeral equipment); upholsterers supplies (fabrics, leather and fillings, and other types of supplies used in the upholstery trade); and miscellaneous service equipment, such as janitors' supplies, furriers' supplies, bootblack's supplies, and hat cleaners' supplies.

Other machinery, equipment supplies distributors (not shown separately in accompanying table).--Merchant wholesale establishments primarily engaged in selling (a) transportation equipment such as aircraft and aeronautical equipment, supplies; railroad equipment, supplies; marine equipment, supplies; and other transportation equipment and supplies; (b) construction machinery, equipment such as road building machinery, excavating and dredging machinery, derricks, cranes, hoists, and winches; and related construction equipment as pneumatic hammers, concrete construction clamps and forms, scaffolding, chutes, and wheelbarrows--but not construction materials, and (c) farm-garden machinery, equipment (including tractors) used in the preparation and maintenance of the soil, the planting and harvesting of crops, and other operations and processes pertaining to agriculture; dairy machinery and equipment, such as milking machines and cream separators; poultry equipment, such as incubators, brooders, and feeders and irrigation equipment.

Metals, metalwork (except scrap) distributors

Iron, steel, and products distributors.--Merchant wholesale establishments usually referred to as steel warehouses--primarily engaged in selling iron and steel products such as semifinished forms and shapes, plates, sheets, strips, bars, structural shapes, piling, nails, tubular products, wire products, forgings and castings. Steel warehouses of firms operating steelworks and rolling mills are also included here.

Nonferrous metals distributors.--Merchant wholesale establishments primarily engaged in selling nonferrous metals and metalwork such as aluminum, copper, tin, brass, lead and zinc.

Scrap, waste materials dealers

Iron, steel scrap dealers.--Merchant wholesale establishments primarily engaged in assembling, breaking up, sorting, and selling all forms of iron and steel scrap.

Waste materials dealers.--Merchant wholesale establishments primarily engaged in assembling, sorting, and selling such waste materials as nonferrous scrap metals, waste paper, rags, wiping cloths, textile wastes, scrap rubber, and other waste and salvage materials. Scrap iron and steel may be handled as secondary lines.

Jewelry wholesalers

Jewelry wholesalers.--Merchant wholesale establishments primarily engaged in selling a general- or specialty-line of jewelry such as clocks and watches; precious stones and metals; watch materials, jewelers supplies; costume jewelry; and miscellaneous items such as silverware, plated ware, medals, trophies, semiprecious stones, and insignia.

NONDURABLE GOODS

Grocery, confectionery, meat wholesalers

General-line grocery wholesalers.--Merchant wholesale establishments handling a general line of dry groceries and

processed foods usually sold in retail grocery stores, such as canned foods, flour, sugar, coffee, tea and spices, as well as such nonfood items as household chemicals, soaps and detergents, paper products, brooms, brushes, etc. Voluntary group wholesalers, retailer-cooperative warehouses, and cash-and-carry depots are included, as well as nonaffiliated general-line grocery wholesalers.

Specialty-line grocery wholesalers.--This classification includes two general types of merchant wholesale establishments: Those handling a combination of grocery items, no one item predominating, but not a sufficiently broad line of commodities to be classified as "general line"; and those primarily engaged in selling specialized lines of groceries and related products, such as canned foods; coffee, tea, and spices; dairy products; dried fruits and nuts; frosted and frozen foods; fish and seafood; bakery products; packaged breakfast cereals; flour; cooking oils and shortening; and soft drinks.

Confectionery wholesalers.--Merchant wholesale establishments primarily engaged in selling candy, chewing gum, popcorn, potato chips, salted nuts, fountain fruits and syrups, and related items. Cigars, cigarettes, and other products are also frequently handled as secondary lines.

Meat, meat products wholesalers.--Merchant wholesale establishments primarily engaged in selling fresh, frozen, cured or processed (but not canned) meats, lard, and other edible meat products. Secondary lines such as butter, cheese, eggs, dressed poultry, vegetable shortening, and canned meats are frequently handled.

Farm products (edible) distributors

Poultry, poultry products distributors.--Merchant wholesale establishments primarily engaged in selling live or dressed poultry, eggs, and related products. Establishments primarily engaged in dressing poultry are considered manufacturers.

Fresh fruit, vegetable wholesalers.--Merchant wholesale establishments primarily engaged in selling fresh fruits, vegetables, berries, melons, and related items.

Beer, wine, distilled spirits wholesalers

Beer, ale distributors.--Merchant wholesale establishments primarily engaged in selling beer, ale, porter, stout and other fermented malt liquors, soft drinks, confectionery, tobacco, wines, and spirits are frequently handled as secondary lines.

Wine, distilled spirits wholesalers.--Merchant wholesale establishments primarily engaged in selling wines, whiskey, gin, rum, brandy, and other spirits, including neutral spirits and ethyl alcohol used in blending. Merchants who bottle and sell wines and distilled spirits manufactured in bulk by others, liquor departments of drug wholesalers, and State-operated wholesale outlets are included. State depots primarily engaged in supplying State liquor stores, however, are not included in wholesale trade.

Drugs, chemicals, allied products wholesalers

Drug wholesalers (general and specialty lines)

General-line drug wholesalers (not shown separately).--Merchant wholesale establishments engaged in selling a full line of drugs, pharmaceuticals, proprietary medicines, druggists rubber good, cosmetics, toiletries, drug sundries, and related merchandise. Cooperatives and voluntary group wholesalers handling a full line of drugs are also included in this classification. Liquor departments of drug wholesalers, however, are included with "Wines and distilled spirits wholesalers."

Specialty-line drug wholesalers (not shown separately).--Merchant wholesale establishments primarily engaged in selling proprietary medicines, toilet preparations, and articles such as drugs, perfumes, cosmetics, powders, shaving preparations, toilet soap, dentifrices, combs, brushes, mirrors, medical glass, bandages, rubber goods, and antiseptics.

Industrial chemicals, explosives wholesalers.--Merchant wholesale establishments primarily engaged in selling such

industrial and heavy chemicals as coal-tar chemicals, plastics, compressed and liquefied gases (except LP gas), acids, ammonia, soda, industrial alcohols, explosives, dye-stuffs, naval stores, etc. Concerns primarily engaged in selling pyrotechnics and ammunition for small arms are included in "Amusement and sporting goods wholesalers."

Paint, varnish wholesalers.--Merchant wholesale establishments primarily engaged in selling paints, varnishes, lacquers, enamels, calcimines, shellac, and stains. Glass, wallpaper, painters supplies, oils, chemicals, and related products are frequently handled as secondary lines.

Tobacco distributors

Tobacco distributors.--Merchant wholesale establishments primarily engaged in selling manufactured tobacco products such as cigars, cigarettes, chewing and smoking tobacco, and snuff. Confectionery, smokers articles, razor blades, playing cards, etc., are frequently handled as secondary lines.

Dry goods, apparel wholesalers

Clothing, furnishings, footwear wholesalers.--Merchant wholesale establishments primarily engaged in selling men's, boys' clothing, and furnishings (including suits, coats, overcoats, work clothing, hats and caps, shirts, ties, and underwear); women's, children's clothing, furnishings, and accessories (including suits, dresses, and skirts); furs and fur clothing; millinery, millinery supplies; shoes and other footwear; work clothing; and related lines.

Dry goods wholesalers (general and specialty lines)

General-line dry goods wholesalers (not shown separately).--Merchant wholesale establishments engaged in selling a diversified combination of lines usually sold in retail dry goods and general merchandise stores, including piece goods, home furnishings, work clothing, dresses, infants' wear, notions, and hosiery. Men's and women's clothing, furnishings, and millinery frequently constitute secondary lines.

Specialty-line dry goods wholesalers (not shown separately).--Merchant wholesale establishments primarily engaged in selling hosiery, underwear, piece goods, knit and lace goods, fancy linen and needlework and notions (thread, tapes, needles, pins, buttons, hair accessories, zippers, and shoe laces).

Piece goods converters.--Merchant wholesale establishments which purchase textiles in the gray or unfinished form, have them dyed and/or finished by others, usually on a contract basis, and sell to the cutting-up trade, garment makers, wholesalers, or retailers. Converters operating bleaching, dyeing, and finishing plants are not considered as merchant wholesalers.

Paper, allied products wholesalers

Paper wholesalers.--Merchant wholesale establishments primarily engaged in selling wrapping paper and other coarse paper; fine paper (writing papers, reproduction paper stock,

cover, text, thin, and other fine papers); newsprint and book paper; paperboard; and converted paper products such as bags, boxes, cups, dishes, towels, napkins, tissues, and bottle caps.

Stationery, wallpaper wholesalers.--Merchant wholesale establishments primarily engaged in selling commercial and social stationery, including envelopes, typewriter and mimeograph paper in cut sizes, file cards and folders; and office supplies such as pens, pencils, writing inks, carbon paper, paper clips, typewriter ribbons, greeting cards, and erasers; and embossed and printed wallpaper for use in covering or decorating interior walls and ceilings.

Farm products (raw materials) merchants

Farm products (raw materials) merchants.--Merchant wholesale establishments primarily engaged in selling cotton, grain, hides, skins, raw furs, livestock, leaf tobacco, wool, mohair, horses and mules, and other inedible products such as broomcorn, moss, hair, feathers, bristles, and fibers. This classification includes merchants (including terminal elevators) primarily engaged in selling raw farm products in marketing centers. Dealers buying such products direct from farmers and assembling them at local production points are classified as "assemblers" and not included here.

Other nondurable goods wholesalers

Amusement, sporting goods distributors.--Merchant wholesale establishments primarily engaged in selling cameras and photographic goods (cameras, parts, and accessories, projection apparatus, enlargers, developing and printing room apparatus and accessories, sensitized unexposed photographic supplies and equipment); sporting goods (toys, games, novelties, fireworks, bicycles, sporting goods, and athletic goods); and other recreation goods such as playground equipment, billiard and bowling equipment and supplies; and hobby goods.

Book, magazine, newspaper wholesalers.--Merchant wholesale establishments primarily engaged in selling books, magazines, periodicals, newspapers, and related items.

Coal wholesalers.--Merchant wholesale establishments primarily engaged in selling bituminous coal, anthracite coal, and coke. This includes firms with coal yards as well as those selling goods shipped directly from mine to customer.

Farm supplies wholesalers.--Merchant wholesale establishments primarily engaged in selling mixed and other feeds; fertilizers, fertilizer materials, and agricultural chemicals; seeds (farm, garden, and flower); and miscellaneous farm supplies such as hay, straw, and alfalfa.

Merchant wholesalers, n.e.c.--(Not shown separately in the accompanying table.) Merchant wholesale establishments primarily engaged in selling petroleum products, cut flowers and potted plants; forest products except lumber; inedible oils and fats; textiles and materials other than dry goods; industrial yarns; crude rubber; ores; sponges; artificial leather; wood pulp; artificial flowers; and products not elsewhere classified; and establishments handling a line of merchandise too broad to be included in any of the classifications outlined above.

MONTHLY WHOLESALE TRADE REPORT

JUNE 1958

SALES AND INVENTORIES

U. S. DEPARTMENT OF COMMERCE
Sinclair Weeks, Secretary

BUREAU OF THE CENSUS
Robert W. Burgess, Director

FOR RELEASE
AUGUST 7, 1958

First-half Sales

First half 1958 sales of merchant wholesalers, at \$54.1 billion, were 7 percent below sales in the first half of 1957. Durable goods trades, with sales totaling \$21.7 billion for the first 6 months of 1958, showed a more substantial decline, 15 percent, while the nondurable goods trades, with sales of \$32.4 billion, decreased only slightly (1%) during the same period.

Iron, steel scrap dealers, with first-half sales down 52 percent from a year ago, reported the largest decline. Substantial declines were also experienced by distributors of nonferrous metals (34%), iron, steel products (33%) and industrial machinery (26%). Only three durable goods trades showed increases--professional equipment, supplies (9%), automotive equipment (7%), and service establishment supply houses (1%). Among the nondurable goods trades, the principal increase (18%) was reported by poultry distributors while the sharpest decline (21%) was experienced by coal wholesalers.

First-half sales were below a year ago in all but two divisions--the West North Central, which showed no change, and the Mountain, which noted a slight gain. The East North Central and West South Central Divisions experienced the sharpest decline, 9 percent, from first half 1957.

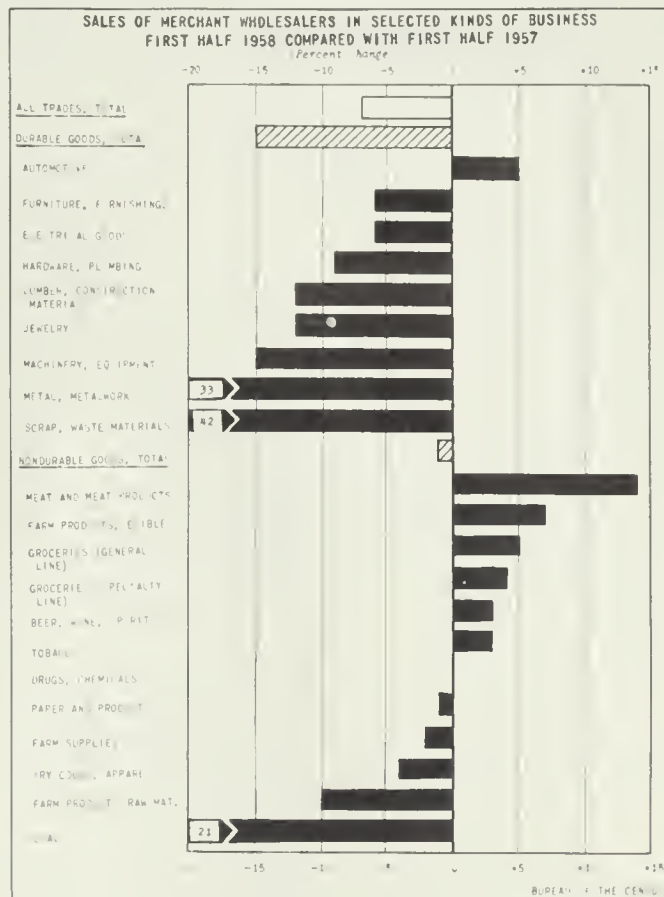
June Sales

June 1958 sales, estimated at \$9.5 billion, remained unchanged from May but were 1 percent below June sales a year ago. Durable goods trades, with sales of \$4.0 billion in June, were up 3 percent over May sales but were 6 percent below June 1957. In contrast, the nondurable goods trades, with sales of \$5.5 billion, indicated a slight (1%) decline from previous month sales but reported a gain of 3 percent over sales a year ago.

Most trades reported moderate changes in sales compared with a month earlier. The only large increase was registered by dry goods wholesalers (16%); the sharpest decline was indicated by farm supplies wholesalers (14%). Compared with a year ago, sharper changes were noted. Iron and steel scrap dealers, with June sales up 41 percent, reported the largest gain while farm supplies wholesalers, off 21 percent experienced the heaviest drop from a year ago sales.

Inventories

Wholesalers inventories at the end of June were unchanged from a month earlier, marking the first month since last November in which inventories did not decline. However, June 30, 1958 inventories were slightly (1%) below stocks on hand a year ago. Both durable and nondurable goods trades showed no change from stocks on hand a month earlier; however, inventories of durable goods trades fell 4 percent below the year-ago level, while nondurable goods stocks rose 4 percent.



Most trades indicated little or no change from previous month inventories. Compared with a year ago, substantial increases in stocks were reported by iron and steel scrap dealers (41%) and farm products merchants (31%). Sharp declines from year-ago inventories were noted by wholesalers of coal (34%), poultry (23%) and lumber, millwork (20%).

The June 1958 stock-sales ratio for all merchant wholesalers reporting inventories in conjunction with their sales was 135 percent, up 2 points above May but 1 point below the June 1957 ratio. The June stock-sales ratio of durable goods wholesalers was 185 percent compared with the nondurable goods ratio of 97 percent.

General

This report includes monthly dollar volume estimates of sales of merchant wholesalers by kind of business from June 1957 through June 1958. These data are based on a probability sample representative of all merchant wholesalers in the country. A description of this sample and approximate measures of the reliability of the data are included on pages 8 and 9. Also included in this report are sales and inventory trends and stock-sales ratios by kind of business, for the United States as a whole and by geographic division.

Table 1.--ESTIMATED MONTHLY SALES OF MERCHANT WHOLESALERS¹--UNITED STATES, BY KIND OF BUSINESS

1957 AND 1958

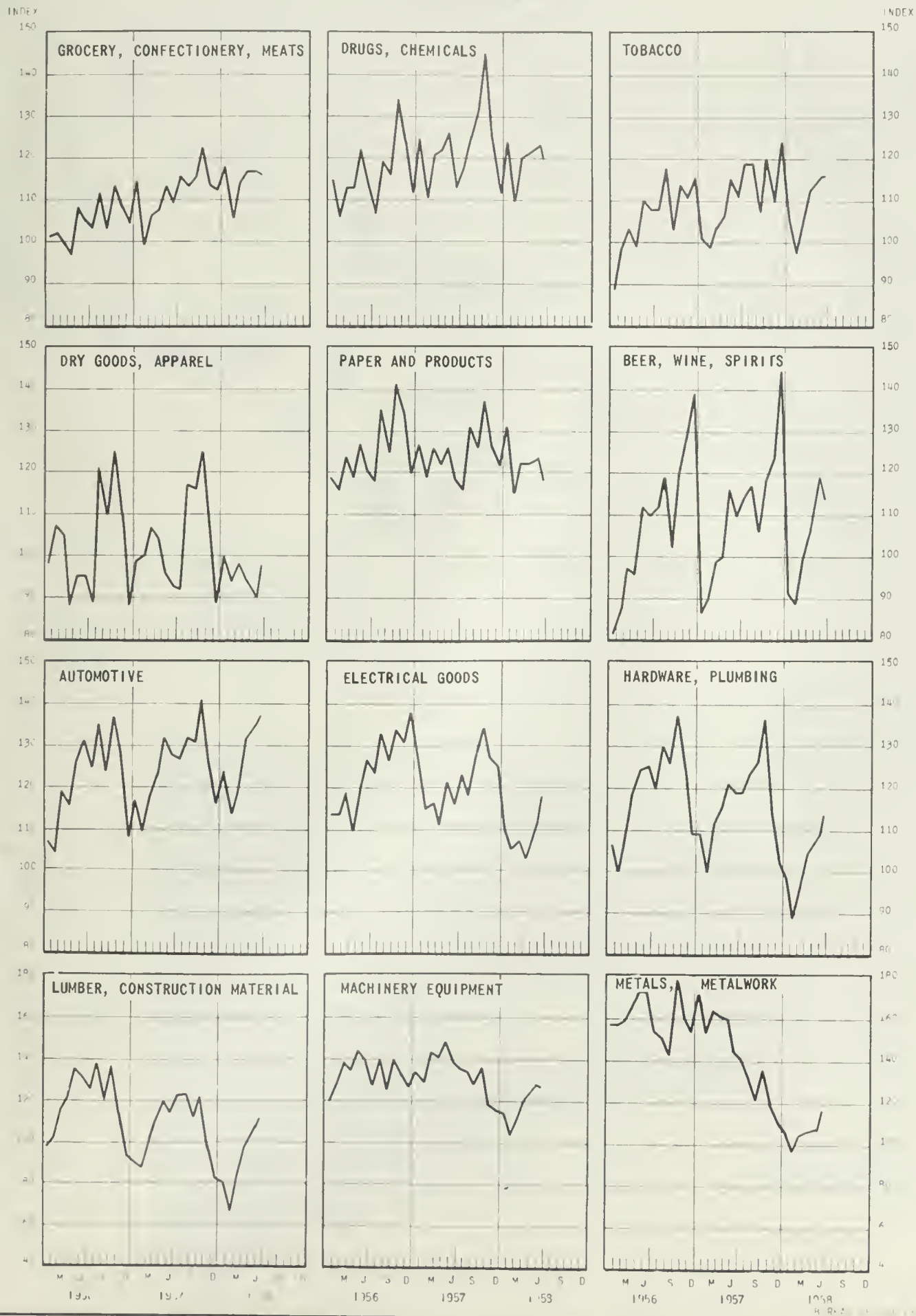
(Sales in millions of dollars)

Kind of business	1958						1957								Total 6 mo.	
	Jan.	Feb.	Mar.	Apr.	May	June	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	1958	1957	
MERCHANT WHOLESALERS, TOTAL.....	8,972	8,179	8,863	9,213	9,435	9,480	9,610	9,916	10,197	9,814	10,713	9,590	9,325	54,142	58,398	
DURABLE GOODS, TOTAL.....	3,493	3,181	3,501	3,727	3,868	3,972	4,243	4,267	4,329	4,222	4,511	3,907	3,656	21,742	25,558	
Automotive wholesalers.....	410	378	394	438	449	453	424	421	439	434	467	418	386	2,522	2,407	
Automotive equipment, tire-tube wholesalers..	350	324	337	368	371	376	359	363	377	373	406	359	329	2,126	1,983	
Electrical, electronics, appliance distributors	580	554	578	554	586	621	614	650	624	673	709	667	660	3,473	3,712	
Electrical apparatus, supplies distributors..	260	263	277	269	292	312	315	325	307	332	341	311	312	1,673	1,805	
Electrical appliances, TV, radio sets, electronic parts, distributors.....	319	291	301	285	294	309	299	325	317	341	368	356	349	1,799	1,907	
Furniture, home furnishings wholesalers.....	168	170	191	197	192	198	193	185	210	216	245	223	208	1,116	1,188	
Furniture wholesalers.....	58	55	59	57	57	62	62	65	75	75	78	71	69	348	383	
Home furnishings, floor coverings wholesalers	110	114	132	140	135	136	131	120	135	142	167	152	139	767	805	
Hardware, plumbing-heating goods wholesalers...	362	327	356	386	400	416	435	436	452	463	499	415	372	2,247	2,466	
Hardware wholesalers.....	165	151	170	184	186	183	196	192	197	201	215	177	164	1,039	1,145	
Plumbing, heating equipment, supplies distributors.....	197	176	186	202	214	233	239	244	255	262	284	238	208	1,208	1,321	
Lumber, construction materials distributors....	444	364	458	536	585	610	628	667	675	613	666	538	448	2,997	3,419	
Lumber, millwork wholesalers.....	242	208	248	277	301	307	329	343	342	307	331	269	232	1,583	1,863	
Construction materials distributors.....	202	156	210	258	284	303	299	324	333	305	335	269	216	1,413	1,556	
Machinery, equipment, supplies distributors....	954	867	937	1,023	1,074	1,066	1,166	1,131	1,121	1,071	1,141	985	963	5,921	6,978	
Industrial machinery, equipment supplies distributors.....	442	381	391	419	442	408	512	509	512	490	548	455	457	2,483	3,342	
Professional equipment, supplies distributors	87	84	91	91	90	95	84	89	96	99	99	91	92	538	492	
Service establishments supply houses.....	113	106	112	117	121	125	116	106	115	113	120	106	106	694	686	
Metals, metalwork (except scrap) distributors..	295	272	291	300	304	327	404	396	368	339	378	331	305	1,789	2,671	
Iron, steel and products distributors.....	200	184	197	209	208	226	275	272	252	230	257	217	184	1,224	1,819	
Nonferrous metals distributors.....	94	88	94	91	97	100	129	124	116	108	121	114	122	564	852	
Scrap, waste materials dealers.....	223	194	237	232	217	215	308	320	361	319	303	229	212	1,318	2,267	
Iron, steel scrap dealers.....	119	108	133	128	111	114	193	208	232	212	192	132	122	713	1,482	
Waste materials dealers.....	104	86	104	104	106	101	115	112	129	107	111	97	90	605	784	
NONDURABLE GOODS, TOTAL.....	5,479	4,998	5,362	5,486	5,567	5,508	5,367	5,649	5,868	5,591	6,202	5,683	5,669	32,400	32,842	
Grocery, confectionery, meat wholesalers.....	1,705	1,512	1,646	1,684	1,688	1,675	1,565	1,660	1,630	1,623	1,755	1,622	1,615	9,910	9,344	
General-line grocery wholesalers.....	729	672	688	715	727	706	676	703	692	701	758	679	650	4,237	4,039	
Specialty-line grocery wholesalers.....	606	528	612	596	595	620	577	610	593	589	634	607	616	3,557	3,423	
Confectionery wholesalers.....	56	51	54	53	54	53	49	50	51	55	61	58	57	321	305	
Meat, meat products wholesalers.....	315	262	292	319	312	297	264	297	294	278	302	278	292	1,797	1,578	
Farm products (edible) distributors.....	377	353	403	450	446	416	418	442	413	375	419	402	415	2,445	2,291	
Poultry, poultry products distributors.....	142	120	136	156	143	134	116	129	142	138	163	166	165	831	703	
Fresh fruit, vegetable wholesalers.....	235	233	267	294	303	282	302	313	271	237	256	236	251	1,614	1,588	
Beer, wine, distilled spirits wholesalers.....	429	426	470	501	564	539	520	543	556	501	561	583	683	2,929	2,844	
Beer, ale distributors.....	161	151	172	198	226	227	234	269	254	205	198	185	209	1,135	1,142	
Wine, distilled spirits wholesalers.....	268	275	298	303	339	312	286	274	302	297	363	398	474	1,795	1,702	
Drugs, chemicals, allied products wholesalers..	349	309	336	341	345	338	317	331	350	373	406	350	315	2,018	2,017	
Drug wholesalers (general and specialty lines)	228	202	219	214	215	211	196	211	222	241	271	234	209	1,289	1,284	
Industrial chemicals, explosives wholesalers.	100	88	95	100	102	98	93	90	99	103	107	92	85	582	608	
Paint, varnish wholesalers.....	21	19	22	26	28	29	28	30	29	28	28	24	20	145	155	
Tobacco distributors.....	284	262	282	302	311	310	297	319	319	288	320	295	332	1,751	1,706	
Dry goods, apparel wholesalers.....	475	445	463	446	429	465	440	434	567	549	593	506	424	2,723	2,835	
Clothing, furnishings, footwear wholesalers..	161	157	180	163	150	143	136	151	236	212	221	208	149	954	963	
Dry goods wholesalers (general and specialty lines).....	192	174	168	167	164	190	193	186	220	223	240	190	172	1,053	1,139	
Paper, allied products wholesalers.....	324	285	300	301	303	291	291	287	323	310	339	312	301	1,804	1,822	
Paper wholesalers.....	287	251	264	263	266	255	250	250	279	267	290	265	258	1,586	1,564	
Amusement, sporting goods wholesalers.....	85	86	90	99	100	99	104	111	119	125	129	126	124	559	557	
Coal wholesalers.....	103	98	86	71	81	80	110	101	108	103	108	99	100	519	661	
Farm supplies wholesalers.....	123	124	146	160	138	119	98	97	111	112	106	96	96	810	823	

¹ Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding.

SALES OF MERCHANT WHOLESALERS—KINDS OF BUSINESS
1956, 1957 AND 1958

1954 MONTHLY AVERAGE = 100



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS

JUNE 1958

Kind of business	Sales*			Inventory, end- of-month (at cost)		Stock-sales ratios (percent)		
	Percent change							
	June 1958 from--		6 mo. 1958 from 6 mo. 1957	Percent change, June 1958 from--		June 1958	June 1957	May 1958
	June 1957	May 1958		June 1957	May 1958			
MERCHANT WHOLESALERS, TOTAL.....	-1	0	-7	-1	0	135	136	133
DURABLE GOODS, TOTAL.....	-6	+3	-15	-4	0	185	179	187
Automotive wholesalers.....	+7	+1	+5	+2	-3	194	199	189
Motor-vehicle distributors*.....	+14	-4	-4	+3	-4	142	153	138
Automotive equipment, tire-tube wholesalers.....	+5	+1	+7	+2	-3	204	208	200
Electrical, electronics, appliance distributors.....	+1	+6	-6	-6	-1	177	182	190
Electrical apparatus, supplies distributors	-1	+7	-7	-6	-2	157	159	173
Electrical appliances, TV, radio sets, electronic parts, distributors.....	+3	+5	-6	-5	0	198	207	209
Furniture, home furnishings wholesalers.....	+3	+3	-6	-6	0	201	203	195
Furniture wholesalers.....	0	+9	-9	-7	-1	160	160	171
Home furnishings, floor coverings wholesalers.....	+4	+1	-5	-5	0	218	221	204
Hardware, plumbing-heating goods wholesalers.....	-4	+4	-9	-8	0	210	228	218
Hardware wholesalers.....	-7	-2	-9	-11	-1	222	240	224
Plumbing, heating equipment, supplies distributors.....	-3	+9	-9	-4	+1	199	215	211
Lumber, construction materials distributors.....	-3	+4	-12	-10	+3	104	115	101
Lumber, millwork wholesalers.....	-7	+2	-15	-20	+3	137	160	134
Construction materials distributors.....	+1	+7	-10	0	+3	79	77	76
Machinery, equipment, supplies distributors.....	-9	-1	-15	-1	0	198	182	196
Air conditioning, commercial refrigeration equipment, distributors*.....	+7	+7	0	-9	-1	134	153	150
Commercial machines, equipment distributors*.....	+1	0	-7	-1	0	122	128	122
Industrial machinery, equipment, supplies distributors.....	-20	-8	-26	-5	-1	225	180	214
Professional equipment, supplies distributors.....	+13	+6	+9	+2	-1	182	208	198
Surgical, medical, hospital supply houses*.....	+15	+5	+5	-1	-3	128	167	139
Service establishment supply houses.....	+8	+3	+1	+6	+2	140	132	139
Metals, metalwork (except scrap) distributors.....	-19	+8	-33	-4	0	251	216	256
Iron, steel and products distributors.....	-18	+9	-33	-6	0	284	252	294
Nonferrous metals distributors.....	-23	+3	-34	+11	0	142	110	141
Scrap, waste materials dealers.....	-30	-1	-42	+23	-1	108	60	113
Iron, steel scrap dealers.....	-41	+3	-52	+41	-2	131	57	145
Waste materials dealers.....	-12	-5	-23	+7	+1	90	63	90
Jewelry wholesalers*.....	0	+5	-12	-19	-1	277	314	284
NONDURABLE GOODS, TOTAL.....	+3	-1	-1	+4	0	97	98	94
Grocery, confectionery, meat wholesalers.....	+7	-1	+6	+2	0	71	75	70
General-line grocery wholesalers.....	+4	-3	+5	+5	0	87	91	85
Voluntary groups*.....	+9	0	+7	+3	0	80	86	81
Retailer-cooperative*.....	+12	-1	+6	+7	-2	67	76	68
Nonaffiliated*.....	+4	-4	+7	+6	+1	106	104	100
Specialty-line grocery wholesalers.....	+7	+4	+4	-3	0	83	83	81
Confectionery wholesalers.....	+8	-2	+5	-1	-2	69	73	70
Meat, meat products wholesalers.....	+13	-5	+14	+15	+2	19	22	19
Farm products (edible) distributors.....	0	-7	+7	-7	+1	22	24	21
Poultry, poultry products distributors.....	+16	-6	+18	-23	+7	19	27	18
Fresh fruit, vegetable wholesalers.....	-7	-7	+2	+1	-2	23	23	23
Beer, wine, distilled spirits wholesalers.....	+4	-4	+3	+5	+4	115	115	108
Beer, ale distributors.....	-3	0	-1	+5	+9	62	62	58
Wine, distilled spirits wholesalers.....	+9	-8	+5	+5	+2	158	158	147
Drugs, chemicals, allied products wholesalers.....	+7	-2	0	+2	0	151	155	150
Drug wholesalers (general and specialty lines).....	+8	-2	+3	+3	+1	167	171	164
Industrial chemicals, explosives wholesalers.....	+5	-4	-4	-3	-1	111	115	114
Paint, varnish wholesalers.....	+4	+4	-6	0	-2	147	150	153
Tobacco distributors.....	+4	0	+3	+5	+2	56	56	54
Dry goods, apparel wholesalers.....	+6	+8	-4	-10	+3	223	222	212
Clothing, furnishings, footwear wholesalers.....	+5	-5	-1	-9	+3	215	232	193
Dry goods wholesalers (general and specialty lines).....	-2	+16	-8	-8	+6	248	209	240
Piece goods converters*.....	-7	+8	-8	-17	-5	194	233	201
Paper, allied products wholesalers.....	0	-4	-1	0	-1	118	119	115
Paper wholesalers.....	+2	-4	+1	0	-1	112	114	110
Stationery, wallpaper wholesalers*.....	-15	-5	-16	0	0	166	162	159
Farm products (raw materials) merchants*.....	+4	-5	-10	+31	-8	128	106	120
Other nondurable goods wholesalers*.....	+3	-1	-6	+2	+2	100	106	100
Amusement, sporting goods distributors.....	-5	-1	0	+8	+1	196	181	200
Book, magazine, newspaper wholesalers*.....	+4	+1	+9	+6	-1	141	145	143
Coal wholesalers.....	-27	-1	-21	-34	+14	99	120	84
Farm supplies wholesalers.....	+21	-14	-2	-1	-3	102	121	88

* See text, page 8.

† Revised since Advanced Release dated July 31, 1958.

UNITED STATES, BY GEOGRAPHIC DIVISION

SALES OF MERCHANT WHOLESALERS
FIRST HALF 1958 COMPARED WITH FIRST HALF 1957
(Percent change)



UNITED STATES (-7)

STOCKS—SALES RATIOS OF MERCHANT WHOLESALERS IN SELECTED KINDS OF BUSINESS JUNE 1958 COMPARED WITH JUNE 1957

(Percent)

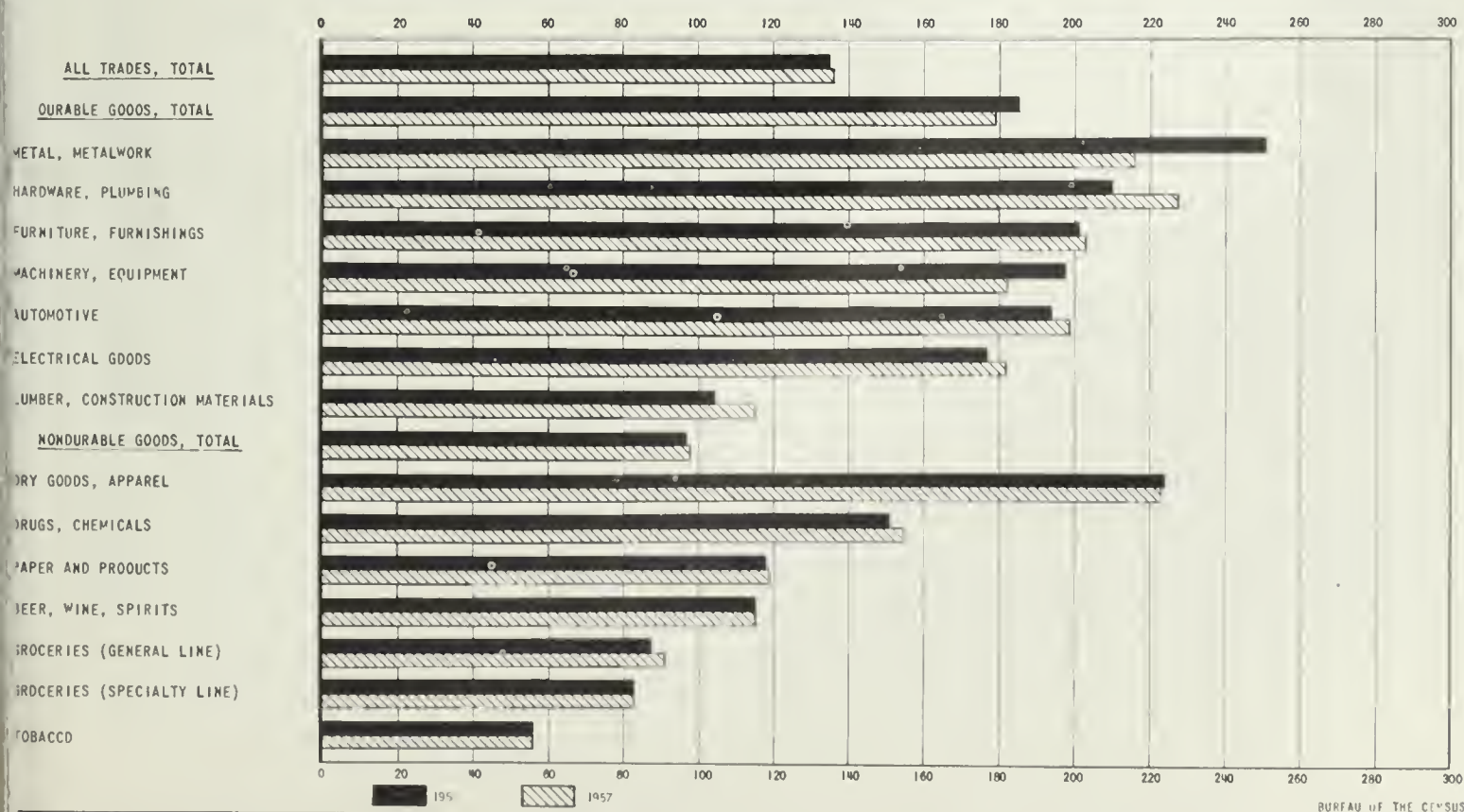


Table 3.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS

Kind of business and geographic division (see map page 5)	JUNE 1958							
	Sales*			Inventory, end-of-month (at cost)		Stock-sales ratios (percent)		
	Percent change			Percent change, June 1958 from--		June 1958	June 1957	May 1958
	June 1957	May 1958	6 mo. 1958 from 6 mo. 1957	June 1957	May 1958			
MERCHANT WHOLESALERS, TOTAL.....	-1	0	-7	-1	0	135	136	133
New England.....	-3	+2	-7	-5	+1	128	131	128
Middle Atlantic.....	-4	+2	-8	-2	-1	118	116	118
East North Central.....	-6	0	-9	-2	0	138	136	137
West North Central.....	+7	-1	0	-4	0	127	142	121
South Atlantic.....	+1	-3	-4	+2	-2	145	150	145
East South Central.....	+4	+1	-5	+6	-4	151	162	157
West South Central.....	-4	-1	-9	+3	0	154	144	149
Mountain.....	+5	+3	+1	+6	+2	157	157	159
Pacific.....	-4	-1	-5	-4	+2	141	142	135
Automotive equipment, tire-tube wholesalers.....	+5	+1	+7	+2	-3	204	208	200
New England.....	+19	+6	-3	-8	-4	193	250	212
Middle Atlantic.....	+5	+4	+3	+6	+2	186	188	171
East North Central.....	+4	+1	-4	+11	-9	220	201	227
West North Central.....	+6	+4	+5	-7	0	286	307	302
South Atlantic.....	+3	-1	-1	+3	-1	166	171	169
East South Central.....	+10	+11	+3	-3	-3	229	247	250
West South Central.....	(X)	+3	(X)	(X)	-2	164	171	109
Mountain.....	+12	(X)	+6	(X)	+1	(X)	(X)	(X)
Pacific.....	+4	+12	+1	0	+1	196	192	214
Electrical apparatus, supplies distributors.....	-1	+7	-7	-6	-2	157	159	173
New England.....	-18	+6	-17	-12	-1	208	176	219
Middle Atlantic.....	-16	-1	-10	-4	-2	161	132	161
East North Central.....	-11	+8	-14	-6	-2	152	144	168
West North Central.....	+12	+13	-12	-8	+1	173	201	195
South Atlantic.....	-9	+10	-16	-8	-4	167	162	194
East South Central.....	+6	+11	-12	-10	-3	159	186	184
West South Central.....	+15	+14	-4	-12	-1	145	187	166
Mountain.....	+27	+13	+2	+5	+8	139	167	140
Pacific.....	-1	+8	-5	-3	-4	142	159	159
Elect. appliances, TV, radio sets, electronic parts distributors..	-3	+5	-6	-5	0	198	207	209
New England.....	-13	+5	-12	-14	+1	180	171	189
Middle Atlantic.....	-19	-3	-13	+1	0	234	194	228
East North Central.....	-7	+6	-13	-8	-3	217	220	236
West North Central.....	+14	+14	-7	+2	+4	197	226	209
South Atlantic.....	+7	+10	-12	-18	-5	157	212	169
East South Central.....	0	+12	-9	(X)	-6	179	216	198
West South Central.....	+20	+18	-2	-3	-3	140	189	167
Mountain.....	+2	(X)	-10	(X)	+8	219	228	244
Pacific.....	+3	+8	-3	-3	+10	195	205	190
Furniture, home furnishings wholesalers.....	+3	+3	-6	-6	0	201	203	195
New England.....	(X)	+3	(X)	-5	-6	167	178	178
Middle Atlantic.....	+2	+2	-10	-7	+1	221	233	197
East North Central.....	-10	-3	-11	+2	-2	170	140	163
West North Central.....	+4	-10	-2	-3	+9	243	245	205
South Atlantic.....	+6	+11	-2	-1	-4	200	235	232
East South Central.....	+14	+23	-5	-3	-1	243	266	290
West South Central.....	(X)	-1	(X)	+3	-3	152	140	145
Mountain.....	+4	0	-5	-8	-1	192	207	203
Pacific.....								
Hardware wholesalers.....	-7	-2	-9	-11	-1	222	240	224
Middle Atlantic.....	-11	-3	-10	-4	-1	168	152	158
East North Central.....	-1	-2	-11	-15	-2	213	243	214
West North Central.....	+5	-3	+4	-15	-3	221	276	228
South Atlantic.....	-1	-4	-8	-3	0	267	284	255
East South Central.....	+5	+1	-9	-8	0	231	264	235
West South Central.....	+5	+2	-7	-10	-1	245	259	242
Mountain.....	-3	+9	-9	-6	-1	276	286	301
Pacific.....	+2	+4	-5	-13	-3	221	222	235
Plumbing, heating equipment, supplies distributors.....	-3	+9	-9	-4	+1	199	215	211
New England.....	+16	+9	-5	-8	-1	169	180	189
Middle Atlantic.....	-4	+10	-10	-1	-1	264	266	303
East North Central.....	-18	+2	-14	-4	+1	200	184	196
West North Central.....	+19	+6	+3	-5	-1	189	240	198
South Atlantic.....	+1	+7	-5	-1	+2	181	191	197
East South Central.....	+21	-3	-1	(X)	+2	158	275	153
West South Central.....	+8	+19	-1	(X)	+1	132	133	152
Mountain.....	-11	0	-7	-13	+3	202	223	207
Pacific.....								
Lumber, construction materials distributors.....	-3	+4	-12	-10	+3	104	115	101
New England.....	-2	+7	-7	-12	(X)	112	121	124
Middle Atlantic.....	+2	-3	-13	-9	0	92	105	91
East North Central.....	-9	+1	-12	-10	+5	97	103	90
West North Central.....	0	+1	-7	(X)	-3	103	144	105
South Atlantic.....	+7	+4	-7	-4	0	128	173	138
East South Central.....	(X)	+3	(X)	(X)	+13	188	163	166
West South Central.....	+8	-9	+1	+7	+2	131	149	117
Pacific.....	-6	+3	-10	-5	+4	78	80	76

See footnotes at end of table.

Table 3.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS--Continued

JUNE 1958

Kind of business and geographic division (see map page 5)	Sales*			Inventory, end-of-month		Stock-sales ratios		
	Percent change			(at cost)		(percent)		
	June 1958 from--		6 mo. 1958 from 6 mo. 1957	Percent change, June 1958 from--		June 1958	June 1957	May 1958
	June 1957	May 1958		June 1957	May 1958			
Industrial machinery, equipment supplies distributors.....	-20	-8	-26	-5	-1	225	180	214
Middle Atlantic.....	(X)	-10	(X)	+5	-3	256	168	243
East North Central.....	-24	-4	-26	-6	0	204	167	195
West North Central.....	(X)	(X)	(X)	-16	(X)	177	192	107
South Atlantic.....	-21	+3	-26	-8	-1	196	173	202
East South Central.....	-11	+9	-23	(X)	+1	244	201	249
West South Central.....	-33	+14	-36	-	0	248	170	270
Mountain.....	(X)	+1	(X)	(X)	-10	199	152	219
Pacific.....	-4	-5	-17	-12	+1	254	239	229
General-line grocery wholesalers.....	+4	-3	+5	+5	0	87	91	85
Middle Atlantic.....	+4	+3	+6	(X)	+4	102	105	101
East North Central.....	+12	-2	+9	+7	+6	66	72	63
West North Central.....	+12	-1	+8	+4	-3	90	99	89
South Atlantic.....	0	-2	+6	+12	+1	87	80	85
East South Central.....	+7	-6	+6	-2	-6	99	107	98
West South Central.....	+9	-7	+10	+5	-1	83	93	78
Mountain.....	+5	-3	+5	+27	-1	94	77	86
Pacific.....	0	+2	+4	+7	0	78	81	81
Specialty-line grocery wholesalers.....	+7	+4	+4	-3	0	83	83	81
New England.....	-6	-1	+11	(X)	+1	38	43	42
Middle Atlantic.....	-11	+3	0	+1	+2	81	70	79
East North Central.....	+9	+4	+6	-2	+1	74	86	78
West North Central.....	(X)	(12	(X)	(X)	+1	(X)	(X)	(X)
South Atlantic.....	+2	-10	+6	+3	-8	97	109	96
West South Central.....	(X)	-10	(X)	+11	-4	76	78	74
Pacific.....	-1	-2	-2	-5	+2	95	100	87
Fresh fruit, vegetable wholesalers.....	-7	-7	+2	+1	-2	23	23	23
New England.....	-4	(X)	+5	-14	+4	36	42	37
Middle Atlantic.....	-9	-2	-3	+4	-1	14	12	14
East North Central.....	-13	+2	0	-23	-1	13	17	14
West North Central.....	+6	-2	+19	+7	+2	27	37	28
South Atlantic.....	-8	-13	+5	+7	-4	41	35	38
East South Central.....	+3	(X)	+5	(X)	(X)	(X)	(X)	(X)
West South Central.....	(X)	-5	(X)	(X)	-10	26	22	26
Pacific.....	-8	-13	+5	+3	-5	23	21	21
Drug wholesalers (general and specialty lines).....	+8	-2	+3	+3	+1	167	171	164
New England.....	+8	+2	0	+10	0	150	146	154
Middle Atlantic.....	+3	-1	-2	+4	-1	122	121	120
East North Central.....	0	-2	-1	+1	+1	172	172	168
West North Central.....	+10	+1	+6	+5	+4	196	193	190
South Atlantic.....	+9	-1	+4	+10	0	203	200	196
East South Central.....	+4	-3	+5	(X)	-2	(X)	(X)	(X)
West South Central.....	+5	-7	+6	+8	+1	223	216	208
Mountain.....	+7	+4	+5	+2	-7	185	234	208
Pacific.....	+2	0	+3	+6	+3	138	153	135
Beverage distributors.....	+4	0	+3	+5	+2	56	56	54
New England.....	+4	+2	+3	(X)	+11	(X)	(X)	(X)
Middle Atlantic.....	+8	+2	+5	+4	-2	50	52	52
East North Central.....	+6	-1	+4	+5	+2	53	52	50
West North Central.....	+5	0	+5	+4	+2	66	66	63
South Atlantic.....	+4	-5	+3	+9	+2	70	65	66
East South Central.....	+16	+5	+10	(X)	+2	(X)	(X)	(X)
West South Central.....	+3	-4	+5	-1	+2	49	47	46
Pacific.....	+12	-5	+10	(X)	-1	(X)	(X)	(X)
Apparel, apparel wholesalers.....	+6	+8	-4	-10	+3	223	222	212
New England.....	-4	-2	-5	-1	+3	201	208	186
Middle Atlantic.....	-5	+10	-7	-13	+1	191	203	181
East North Central.....	(X)	+4	(X)	(X)	-5	205	254	376
West North Central.....	(X)	+5	(X)	-9	+5	329	408	319
South Atlantic.....	+1	-6	-4	+4	+13	464	422	454
Pacific.....	-5	+8	-2	(X)	-3	173	106	205

See text, page 8.

Withheld due to extreme variation of reported data.

DESCRIPTION OF SAMPLE, ESTIMATING PROCEDURE, AND RELIABILITY OF THE DATA

1. Scope of Survey

This survey is limited to merchant wholesalers, which constitute the major portion of the broad field of wholesale trade, and excludes other types of wholesale trade such as manufacturers sales branches and sales offices; petroleum bulk stations; agents and brokers and assemblers of farm products. All kinds of business in which merchant wholesalers operate are represented in this survey.

Merchant wholesalers are defined in the Standard Industrial Classification Manual issued by the Bureau of the Budget, Executive Office of the President, as "Establishments usually known as wholesalers, merchant wholesalers or jobbers, primarily engaged in buying, taking title to, and where customary, physically storing and handling goods and selling the goods at wholesale principally to retailers and industrial and commercial users. This group also includes industrial and distributors, exporters, and importers, cash-and-carry wholesalers; drop shippers, wagon distributors, etc. The establishments included in this group may perform operations on the goods incidental to the wholesale trading and delivery, such as installing equipment, and fixtures; and collecting and baling waste materials." Firms which, in addition to merchant wholesale establishments, operate other types of establishments, e.g., retail, manufacturing, etc., report in this survey only for their merchant wholesale establishments. A description of each kind-of-business classification shown in this report is included on pages 10 through 12.

2. Sample Design

Firms reporting in the survey are part of a probability sample representing merchant wholesalers in all kinds of business. The sample, which includes over 17,000 firms (about 26,000 establishments) is drawn from two sources: (1) 1954 Census of Business lists representing all wholesalers (with paid employees) in business in 1954 and (2) Bureau of Old Age and Survivors Insurance (BOASI) lists of wholesalers (with paid employees) entering business (or requesting new Employer Identification Numbers) since 1954. The sample is supplemented twice a year for new firms on the BOASI lists.

The reporting panel includes a fixed panel of about 1,400 very large firms reporting monthly and four rotating panels each containing about 3,900 smaller firms which report every fourth month. In any given month, the total reporting panel includes about 5,300 firms.

The number of firms selected in the sample for each kind of business varies from 150 to 650 firms, depending upon (a) the total number of firms in the trade, (b) and distribution of firms within the trade by sales size, and (c) whether geographic division trends are to be shown for the trade. In those kinds of business for which percentage changes are shown by geographic division, the sample chosen for the national estimates was increased by about 50 percent to provide wider representation by geographic division. In some of these trades, however, data are not shown separately for some geographic divisions because even this increase in the sample size will not provide reliable results in all geographic divisions.

3. Published Data

Sales.--This report includes monthly dollar volume estimates of sales by kind of business for the United States as a whole (Table 1) and sales trends (percent changes) derived from these estimates (Table 2). Sales trends are shown in Table 2 for some detailed kind of businesses for which estimates are not shown separately in Table 1. For these kinds of business (identified by * in Table 2) the trends are based only on the weighted sales of identical firms (i.e., firms reporting data for each of the months for which comparisons are made). Sales trends by geographic division are also shown for selected kinds of business (Table 3). In Table 3, the trends for geographic division are based on

weighted sales of identical firms; however, sales trends at the United States level are derived from the dollar volume estimates shown in Table 1.

Sales include sales of merchandise and receipts from repairs or other services to customers, after deducting return and allowances, and discounts. Sales of merchandise for others on a commission basis are also included. Local and State sales taxes, and Federal excise taxes are included.

Inventories.--This report presents inventory trends by kind of business for the United States as a whole (Table 2) and by geographic division (Table 3). These inventory trends are based on the weighted inventories of identical firms (i.e., firm reporting data for each of the months compared).

Inventories represent stocks, at cost, of merchandise held for sale at the end of the month.

Stock-sales ratios.--These are presented by kind of business for the United States as a whole (Table 2) and by geographic division (Table 3). The stock-sales ratios are percentages derived by dividing weighted stocks, at cost by weighted sales for only those firms reporting inventories in conjunction with sales in all three periods compared. Excluded from these ratios were all firms which report "zero" inventories (e.g., drop shippers). No adjustment is made in these calculations for the markup of sales, which varies from trade to trade. Stock-sales ratios for previous months shown in the current report may differ from those published in previous reports since the reporting panel varies.

4. Estimating Procedure

Each firm selected in the sample has an assigned weight which reflects its probability of selection in the sample. Large firms are selected with certainty, thus having a weight of one (1). Other firms are sampled at varying rates, depending upon size, with smaller firms having a lower probability of selection and thus a larger weight.

For most firms reporting, data are available for each of three months (current, previous, and year ago). New firms reporting provide data for at least two months (current and previous). Sales and inventory figures reported for each firm are multiplied by its weight (the reciprocal of its probability of selection) and the results summarized to obtain the dollar volume estimates, percentage changes and stock-sales ratios shown in this report.

Volume estimates.--The summation of the weighted reports of sales for each monthly panel provides unbiased dollar volume estimates, by kind of business, for two months--the current month and the preceding month. However, the published estimate is a "composite" of two estimates (a) the unbiased estimate for the current month obtained from the summation of the current month reports and (b) a ratio estimate obtained by multiplying the "composite" estimate for the previous month by the ratio of the current month unbiased previous month unbiased estimates obtained from the summation of the current reports. The unbiased estimate (a) receives a weight of .3 while the ratio estimate (b) receives a weight of .7. The resulting weighted average provides a "composite" estimate of the dollar volume of sales considerably more reliable than either of the two estimates taken alone.

Percentage changes.--Two types of percentage change figures are presented in this report, viz., (1) percentage changes derived from dollar volume estimates (2) percent changes based on the weighted data from identical firms (i.e., the reporting data for each of the months for which comparisons are made). The percentage changes based on identical firms, however, should not be regarded as an unbiased measure of percentage change. Since only those establishments reporting in both periods compared are included, the net change due to births and deaths is not reflected in the ratios shown.

DESCRIPTION OF SAMPLE, ESTIMATING PROCEDURE, AND RELIABILITY OF THE DATA--Continued

5. Reliability of the Data

Estimates based on a sample are subject to sampling variability and thus are not expected to be in exact agreement with a complete census taken with the same enumeration procedures. For all trades combined, the sampling variability of the "composite" sales estimates for any individual month, is less than one percent at the one sigma level. That is to say, the chances are about two out of three that the estimated sales shown would differ by less than one percent from the results of a complete enumeration. The variability of estimates for kind-of-business groups and individual lines of business is generally higher than for total merchant sales trade but for most trades the sampling variability is less than 5 percent at the one sigma level. Table 4 presents these sampling variabilities of the estimates for September, October, November and December 1957. Since these estimates are also subject to sampling variability due to rounding.

The sampling variability of the ratios based on weighted identicals has not been evaluated. However, where these ratios are based on a small number of reports (viz., trends by geographic division) the sampling variability is usually quite high.

These measures do not include biases that may arise from other nonsampling errors, such as failure of respondent to submit correct figures or to submit a report in time for tabulation. In preparing the dollar volume estimates, an estimate is included for those firms that fail to respond. To the extent that the estimates for these firms may differ from the actual figures, nonresponse affects the reliability of the dollar volume estimate. As a result, dollar volume estimates are not published separately in a few trades where the nonresponse rate was considered too high to provide reliable level estimates. Approximately 10 percent of the total sales are imputed for nonresponse.

Table 4.--SAMPLING VARIABILITY--MONTHLY ESTIMATES OF SALES OF MERCHANT WHOLESALERS, BY KIND OF BUSINESS

Kind of business	Sampling error of monthly dollar value of sales						Kind of business	Sampling error of monthly dollar value of sales					
	1957							1957					
	Dec. 1957 from--							Dec. 1957 from--					
	Sept.	Oct.	Nov.	Dec.	Nov. 1957	Dec. 1956		Sept.	Oct.	Nov.	Dec.	Nov. 1957	Dec. 1956
	Percent							Percent					
MERCHANT WHOLESALERS, TOTAL.....	0.6	0.7	0.9	0.8	0.6	0.9	NONDURABLE GOODS, TOTAL.....	1.0	1.2	1.2	1.2	0.9	1.4
DURABLE GOODS, TOTAL.....	0.8	0.9	1.0	1.2	0.9	1.2	Grocery, confectionery, meat.....	2	2	2	2	2	3
Automotive.....	4	3	4	3	2	3	General-line grocery.....	3	3	2	2	1	2
Automotive equipment, tire-tube.....	4	3	4	4	2	3	Specialty-line grocery.....	5	5	6	7	3	7
Electrical, electronics, appliances....	2	2	2	3	2	2	Confectionery.....	4	6	5	4	3	4
Electrical apparatus, supplies.....	3	3	2	3	2	3	Meat, meat products.....	5	4	4	4	2	2
Electrical appliances, TV, radio sets, electronic parts.....	4	3	3	4	3	4	Farm products (edible).....	4	3	3	3	2	3
Furniture, home furnishings.....	3	2	2	3	2	3	Poultry, poultry products.....	5	4	5	4	3	5
Furniture wholesalers.....	6	5	5	5	3	5	Fresh fruit, vegetables.....	4	3	4	5	4	3
Home furnishings, floor coverings....	4	3	3	4	3	4	Beer, wine, distilled spirits.....	2	2	2	2	2	3
Hardware, plumbing-heating goods.....	2	2	2	2	1	1	Beer, ale.....	3	3	4	4	3	4
Hardware.....	2	2	2	2	2	2	Wine, distilled spirits.....	3	3	3	3	3	4
Plumbing, heating equipment, supplies.....	4	2	3	3	2	2	Drugs, chemicals, allied products....	2	2	2	2	2	3
Shelter, construction materials.....	2	3	3	3	2	4	Drugs (general and specialty lines).....	3	2	2	3	2	3
Lumber, millwork.....	5	5	6	6	4	5	Industrial chemicals, explosives....	3	3	4	4	3	5
Construction materials.....	3	3	4	4	3	5	Paint, varnish.....	4	4	6	5	3	4
Machinery, equipment, supplies.....	2	2	2	3	2	3	Tobacco.....	2	2	2	2	2	2
Industrial machinery, equipment, supplies.....	4	5	5	5	3	6	Dry goods, apparel.....	2	3	3	4	2	5
Professional equipment, supplies....	5	4	4	6	5	5	Clothing, furnishings, footwear....	6	6	6	8	6	7
Service establishments supply houses.	6	4	4	4	3	7	Dry goods (general and specialty-lines).....	5	5	4	6	5	6
Metals, metalwork (except scrap).....	2	2	3	4	3	4	Paper, allied products.....	3	2	3	3	2	3
Iron, steel and products.....	3	3	4	7	6	7	Paper.....	3	2	3	3	2	3
Nonferrous metals.....	5	3	3	3	1	3	Amusement, sporting goods.....	5	5	5	3	3	6
Scrap, waste materials.....	4	3	4	5	3	4	Coal wholesalers.....	4	4	5	5	2	8
Iron, steel scrap.....	3	3	5	6	4	6	Farm supplies wholesalers.....	4	5	5	4	2	7
Waste materials.....	7	5	4	7	4	6							

The above table provides approximate measures of the sampling variability of the dollar volume estimates of sales and of the ratios between sales for the two months specified. The ratio between sales for two consecutive months generally has smaller sampling error than either the ratios between sales for two months apart or estimates of the level of sales. These sampling errors are themselves subject to sampling variability and thus should be regarded as giving a general rather than exact idea of the variability due to sampling. Differences from month to month may be due to this error in the estimates of sampling error. Differences also result from seasonal or cyclical fluctuation in the sales of individual lines.

The sampling errors shown above can be converted to a range by the following procedure: Multiply the sampling error by the estimate (whether it is a dollar estimate or a ratio). Add and subtract the resulting product from the published estimate. The resulting range is expected to include the "expected value" 19 out of 20 times, the value which could be obtained from a complete enumeration about two out of three times. Doubling the sampling error and repeating the above process will give a range which will include the "expected value" about 19 out of 20 times.

To illustrate the computation of these ranges for monthly dollar volume estimates, consider the estimate made for all durable goods in December 1957. The published estimate is \$3,656 million while the sampling error shown for this month is 1.2 percent (or .012). Multiplying \$3,656 million by .012, we obtain \$44 million. Thus, the chances are two out of three that the "expected value" of the estimate is between \$3,612 and \$3,700 million. Doubling the given sampling error gives us the limits, \$3,568 to \$3,744 million, which will contain the "expected value" 19 out of 20 times.

As an example of the use of these sampling error data with ratios, consider the ratio of change from November 1957 to December 1957 for all durable goods. This ratio of change, obtained by dividing \$3,656 million by \$3,907 million, is 0.94 (it can also be expressed as a 6% decrease). The sampling error of this statistic is 0.9 percent (.009). Multiplying 0.94 by .009, we obtain .008 as the standard error of the ratio. There is a probability of two out of three that the "expected ratio" is contained in the range 0.93 to 0.95 while there is a probability of 19 out of 20 that the "expected ratio" is contained in the range 0.92 to 0.96.

DESCRIPTION OF KINDS OF BUSINESS

All kinds of business in which merchant wholesalers operate are represented in this survey. The kinds of business shown in this report parallel broad classifications used in the 1954 Census of Business covering wholesale trade. Each establishment in this survey has been assigned a kind-of-business classification based upon its trade designation and an analysis of its sales by commodity lines as reported to the Bureau of the Census. A description of each kind-of-business classification in this report is given below.

DURABLE GOODS

Automotive wholesalers

Motor-vehicle distributors.--Merchant wholesale establishments primarily engaged in selling new and used passenger automobiles and similar motor vehicles, road-type trucks, truck tractors, busses, trailers, and semitrailers to dealers or to fleet operators, industrial accounts, and to commercial users. Dealers in road-type trucks, truck tractors, and truck trailers are included here on the basis of kind-of-goods sold.

Automotive equipment, tire-tube wholesalers.--Merchant wholesale establishments--frequently referred to as jobbers in this trade--primarily engaged in selling automotive equipment, accessories, parts, tires, tubes and garage equipment and tools.

Electrical, electronics, appliance distributors

Electrical apparatus, supplies wholesalers.--Merchant wholesale establishments selling a general line of electrical equipment and apparatus; wiring supplies and construction materials; lighting fixtures and lamps; radio and television sets and accessories; electric refrigerators and other electrical appliances and specialties; and electronic parts and equipment; and those primarily engaged in selling such electrical equipment and apparatus; wiring supplies and construction materials, and lighting fixtures and lamps, as conduits and fittings, interior wires and cables, wiring devices, safety switches, poles, crossarms, pole-line hardware, outside wires and cables, residential, commercial, and industrial lighting fixtures, and incandescent and fluorescent lamps. Establishments specializing in the sale of electrical prime movers and other electrical power equipment for the generation, transmission, or utilization of electric energy are also included.

Electrical appliances, TV, radio sets, electronic parts distributors.--Merchant wholesale establishments primarily engaged in selling such electrical appliances and specialties as radio and television sets, dish washers, electric refrigerators, electric ranges, washing machines, ironers, radio and television parts and accessories, home freezers, sewing machines, hot water heaters, electric irons, percolators, clocks, hotplates, vacuum cleaners, etc., and electronic tubes, electronic replacement parts and accessories, and transmission and sound equipment.

Furniture, home furnishings wholesalers

Furniture wholesalers.--Merchant wholesale establishments primarily engaged in selling home or office furniture--wooden, metal or other.

Home furnishings, floor coverings wholesalers.--Merchant wholesale establishments primarily engaged in selling household china, glassware, and earthenware; floor coverings (carpets, rugs, linoleums, etc.); antique home furnishings; and miscellaneous home furnishings such as brooms, brushes, curtains, draperies, pictures and picture frames, window shades, kitchen utensils, phonograph records, and musical instruments.

Hardware, plumbing, heating goods wholesalers

Hardware wholesalers.--Merchant wholesale establishments selling a general line of merchandise sufficiently broad to service retail hardware stores and the hardware departments of other outlets--general-line hardware wholesalers; and establishments primarily engaged in selling builders hardware, heavy hardware, shelf or light hardware, and hardware

specialties such as tools, cutlery, bolts, nuts, rivets, screws, padlocks, keys, and the like--specialty-line hardware wholesalers.

Plumbing, heating equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling plumbing and heating equipment and supplies such as plumbing fixtures, including sanitary ware; steam and hot water heating boilers, radiators, parts, and fittings; stoves, ranges, furnaces, and other types of heating apparatus (except electric); oil burners; gas appliances and supplies; plumbing pipe, valves, and fittings; and plumbers brass goods.

Lumber, construction materials distributors

Lumber, millwork wholesalers.--Merchant wholesale establishments primarily engaged in selling lumber and millwork such as rough, dressed, and finished lumber; sheathing, siding, flooring, shingles, plywood, veneers, doors, sash, frames, interior woodwork and trim.

Construction materials distributors.--Merchant wholesale establishments primarily engaged in selling such construction materials as brick, tile, and terra cotta; cement, lime, and plaster; building glass; sand, gravel, and crushed stone; ready-mixed concrete; roofing, siding and insulation; stone, slate, concrete products, and building board.

Machinery, equipment, supplies distributors

Air conditioning, commercial refrigeration equipment distributors.--Merchant wholesale establishments primarily engaged in selling commercial refrigeration equipment (including electric) such as refrigerators, display cases, freezers, dispensers, water coolers, food locker equipment, and those selling air conditioning and ventilating equipment and supplies, including fans, blowers, and accessories. Establishments specializing in the sale of commercial refrigeration components and accessories are also included in this classification.

Commercial machines, equipment distributors.--Merchant wholesale establishments primarily engaged in selling office machines and equipment (except furniture) such as adding machines, typewriters, addressing, duplicating, sealing, computing, stapling, accounting, and statistical machines; restaurant and hotel equipment such as coffee urns, steam tables, china, glassware, silverware, linens, and related items; store machines and fixtures such as display fixtures, show racks, pricing equipment, cash registers, scales, meat slicers and grinders, coffee grinders, etc.; and such related equipment as florists' supplies, theater supplies and equipment, and parking meters. Establishments primarily engaged in selling to users are included, as well as those selling to dealers.

Industrial machinery, equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling machinery, equipment, and supplies to manufacturing and mining concerns. Included here are establishments selling industrial machinery; industrial belting, hose, and packing machine tools, mine and mill supplies; oil well and oil refining supplies; printing machinery and supplies; industrial rope, cordage, and twine; industrial materials, handling equipment; power transmission equipment; and machinery and equipment for such industries as food products, woodworking, shoe manufacturing, tanning, textile, and paper and pulp.

Professional equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling dental supplies (chairs, sterilizers, cabinets, instruments, dent gold and alloys, waxes, teeth, and the like); religious supplies (church goods and religious articles such as statuary, vestments, fonts, candles, religious pictures, calendars, literature, etc.); school equipment and supplies (desks, blackboards, chalk, rulers, wall and globe maps, etc.); optical goods; surgical, medical, hospital supplies and equipment; artists supplies; engineering instruments and supplies; and supplies for other professions.

Surgical, medical, hospital supply houses.--Merchant wholesale establishments primarily engaged in selling surgical and medical instruments; doctors apparatus and equipment; orthopedic appliances; artificial limbs; operating room and other hospital equipment; X-ray machines and accessories and other scientific instruments used by physicians and in hospitals.

Service establishments, supply houses.--Merchant wholesale establishments primarily engaged in selling barber and beauty supplies; laundry, dry cleaning equipment, supplies washing, drying, ironing, and pressing machines; laundry apparatus and chemicals; dry cleaning fluids, marking equipment, etc.; shoe service supplies and equipment, undertakers supplies (caskets, burial vaults, burial garments, embalming chemicals and preparations, and other morticians and funeral equipment); upholsterers supplies (fabrics, leather and linings, and other types of supplies used in the upholstery trade); and miscellaneous service equipment, such as janitors' supplies, furriers' supplies, bootblack's supplies, and hat cleaners' supplies.

Other machinery, equipment supplies distributors (not shown separately in accompanying table).--Merchant wholesale establishments primarily engaged in selling (a) transportation equipment such as aircraft and aeronautical equipment, supplies; railroad equipment, supplies; marine equipment, supplies; and other transportation equipment and supplies; (b) construction machinery, equipment such as road building machinery, excavating and dredging machinery, derricks, cranes, hoists, and winches; and related construction equipment such as pneumatic hammers, concrete construction clamps and forms, scaffolding, chutes, and wheelbarrows--but not construction materials, and (c) farm-garden machinery, equipment including tractors) used in the preparation and maintenance of the soil, the planting and harvesting of crops, and other operations and processes pertaining to agriculture; dairy machinery and equipment, such as milking machines and cream separators; poultry equipment, such as incubators, brooders, and feeders and irrigation equipment.

Metals, metalwork (except scrap) distributors

Iron, steel, and products distributors.--Merchant wholesale establishments usually referred to as steel warehouses primarily engaged in selling iron and steel products such as semifinished forms and shapes, plates, sheets, strips, rods, structural shapes, piling, nails, tubular products, pipe products, forgings and castings. Steel warehouses of firms operating steelworks and rolling mills are also included here.

Nonferrous metals distributors.--Merchant wholesale establishments primarily engaged in selling nonferrous metals and metalwork such as aluminum, copper, tin, brass, lead and zinc.

Scrap, waste materials dealers

Iron, steel scrap dealers.--Merchant wholesale establishments primarily engaged in assembling, breaking up, sorting, and selling all forms of iron and steel scrap.

Waste materials dealers.--Merchant wholesale establishments primarily engaged in assembling, sorting, and selling waste materials as nonferrous scrap metals, waste paper, rags, wiping cloths, textile wastes, scrap rubber, and other waste and salvage materials. Scrap iron and steel may be handled as secondary lines.

Jewelry wholesalers

Jewelry wholesalers.--Merchant wholesale establishments primarily engaged in selling a general- or specialty-line jewelry such as clocks and watches; precious stones and gems; watch materials, jewelers supplies; costume jewelry; and miscellaneous items such as silverware, plated ware, medals, trophies, semiprecious stones, and insignia.

NONDURABLE GOODS

Grocery, confectionery, meat wholesalers

General-line grocery wholesalers.--Merchant wholesale establishments handling a general line of dry groceries and

processed foods usually sold in retail grocery stores, such as canned foods, flour, sugar, coffee, tea and spices, as well as such nonfood items as household chemicals, soaps and detergents, paper products, brooms, brushes, etc. Voluntary group wholesalers, retailer-cooperative warehouses, and cash-and-carry depots are included, as well as nonaffiliated general-line grocery wholesalers.

Specialty-line grocery wholesalers.--This classification includes two general types of merchant wholesale establishments: Those handling a combination of grocery items, no one item predominating, but not a sufficiently broad line of commodities to be classified as "general line"; and those primarily engaged in selling specialized lines of groceries and related products, such as canned foods; coffee, tea, and spices; dairy products; dried fruits and nuts; frosted and frozen foods; fish and seafood; bakery products; packaged breakfast cereals; flour; cooking oils and shortening; and soft drinks.

Confectionery wholesalers.--Merchant wholesale establishments primarily engaged in selling candy, chewing gum, popcorn, potato chips, salted nuts, fountain fruits and syrups, and related items. Cigars, cigarettes, and other products are also frequently handled as secondary lines.

Meat, meat products wholesalers.--Merchant wholesale establishments primarily engaged in selling fresh, frozen, cured or processed (but not canned) meats, lard, and other edible meat products. Secondary lines such as butter, cheese, eggs, dressed poultry, vegetable shortening, and canned meats are frequently handled.

Farm products (edible) distributors

Poultry, poultry products distributors.--Merchant wholesale establishments primarily engaged in selling live or dressed poultry, eggs, and related products. Establishments primarily engaged in dressing poultry are considered manufactures.

Fresh fruit, vegetable wholesalers.--Merchant wholesale establishments primarily engaged in selling fresh fruits, vegetables, berries, melons, and related items.

Beer, wine, distilled spirits wholesalers

Beer, ale distributors.--Merchant wholesale establishments primarily engaged in selling beer, ale, porter, stout and other fermented malt liquors, soft drinks, confectionery, tobacco, wines, and spirits are frequently handled as secondary lines.

Wine, distilled spirits wholesalers.--Merchant wholesale establishments primarily engaged in selling wines, whiskey, gin, rum, brandy, and other spirits, including neutral spirits and ethyl alcohol used in blending. Merchants who bottle and sell wines and distilled spirits manufactured in bulk by others, liquor departments of drug wholesalers, and State-operated wholesale outlets are included. State depots primarily engaged in supplying State liquor stores, however, are not included in wholesale trade.

Drugs, chemicals, allied products wholesalers

Drug wholesalers (general and specialty lines)

General-line drug wholesalers (not shown separately).--

Merchant wholesale establishments engaged in selling a full line of drugs, pharmaceuticals, proprietary medicines, druggists rubber goods, cosmetics, toiletries, drug sundries, and related merchandise. Cooperatives and voluntary group wholesalers handling a full line of drugs are also included in this classification. Liquor departments of drug wholesalers, however, are included with "Wines and distilled spirits wholesalers."

Specialty-line drug wholesalers (not shown separately).--

Merchant wholesale establishments primarily engaged in selling proprietary medicines, toilet preparations, and articles such as drugs, perfumes, cosmetics, powders, shaving preparations, toilet soap, dentifrices, combs, brushes, mirrors, medical glass, bandages, rubber goods, and antiseptics.

Industrial chemicals, explosives wholesalers.--Merchant wholesale establishments primarily engaged in selling such

industrial and heavy chemicals as coal-tar chemicals, plastics, compressed and liquefied gases (except LP gas), acids, ammonia, soda, industrial alcohols, explosives, dye-stuffs, naval stores, etc. Concerns primarily engaged in selling pyrotechnics and ammunition for small arms are included in "Amusement and sporting goods wholesalers."

Paint, varnish wholesalers.--Merchant wholesale establishments primarily engaged in selling paints, varnishes, lacquers, enamels, calcimines, shellac, and stains. Glass, wallpaper, painters supplies, oils, chemicals, and related products are frequently handled as secondary lines.

Tobacco distributors

Tobacco distributors.--Merchant wholesale establishments primarily engaged in selling manufactured tobacco products such as cigars, cigarettes, chewing and smoking tobacco, and snuff. Confectionery, smokers articles, razor blades, playing cards, etc., are frequently handled as secondary lines.

Dry goods, apparel wholesalers

Clothing, furnishings, footwear wholesalers.--Merchant wholesale establishments primarily engaged in selling men's, boys' clothing, and furnishings (including suits, coats, overcoats, work clothing, hats and caps, shirts, ties, and underwear); women's, children's clothing, furnishings, and accessories (including suits, dresses, and skirts); furs and fur clothing; millinery, millinery supplies; shoes and other footwear; work clothing; and related lines.

Dry goods wholesalers (general and specialty lines)

General-line dry goods wholesalers (not shown separately).--Merchant wholesale establishments engaged in selling a diversified combination of lines usually sold in retail dry goods and general merchandise stores, including piece goods, home furnishings, work clothing, dresses, infants' wear, notions, and hosiery. Men's and women's clothing, furnishings, and millinery frequently constitute secondary lines.

Specialty-line dry goods wholesalers (not shown separately).--Merchant wholesale establishments primarily engaged in selling hosiery, underwear, piece goods, knit and lace goods, fancy linen and needlework and notions (thread, tapes, needles, pins, buttons, hair accessories, zippers, and shoe laces).

Piece goods converters.--Merchant wholesale establishments which purchase textiles in the gray or unfinished form, have them dyed and/or finished by others, usually on a contract basis, and sell to the cutting-up trade, garment makers, wholesalers, or retailers. Converters operating bleaching, dyeing, and finishing plants are not considered as merchant wholesalers.

Paper, allied products wholesalers

Paper wholesalers.--Merchant wholesale establishments primarily engaged in selling wrapping paper and other coarse paper; fine paper (writing papers, reproduction paper stock,

cover, text, thin, and other fine papers); newsprint and book paper; paperboard; and converted paper products such as bags, boxes, cups, dishes, towels, napkins, tissues, and bottle caps.

Stationery, wallpaper wholesalers.--Merchant wholesale establishments primarily engaged in selling commercial and social stationery, including envelopes, typewriter and mimeograph paper in cut sizes, file cards and folders; and office supplies such as pens, pencils, writing inks, carbon paper, paper clips, typewriter ribbons, greeting cards, and erasers; and embossed and printed wallpaper for use in covering or decorating interior walls and ceilings.

Farm products (raw materials) merchants

Farm products (raw materials) merchants.--Merchant wholesale establishments primarily engaged in selling cotton, grain, hides, skins, raw furs, livestock, leaf tobacco, wool, mohair, horses and mules, and other inedible products such as broomcorn, moss, hair, feathers, bristles, and fibers. This classification includes merchants (including terminal elevators) primarily engaged in selling raw farm products in marketing centers. Dealers buying such products direct from farmers and assembling them at local production points are classified as "assemblers" and not included here.

Other nondurable goods wholesalers

Amusement, sporting goods distributors.--Merchant wholesale establishments primarily engaged in selling cameras and photographic goods (cameras, parts, and accessories, projection apparatus, enlargers, developing and printing apparatus and accessories, sensitized unexposed photographic supplies and equipment); sporting goods (toys, games, novelties, fireworks, bicycles, sporting goods, and athletic goods); and other recreation goods such as playground equipment, billiard and bowling equipment and supplies; and hobby goods.

Book, magazine, newspaper wholesalers.--Merchant wholesale establishments primarily engaged in selling books, magazines, periodicals, newspapers, and related items.

Coal wholesalers.--Merchant wholesale establishments primarily engaged in selling bituminous coal, anthracite coal, and coke. This includes firms with coal yards as well as those selling goods shipped directly from mine to customer.

Farm supplies wholesalers.--Merchant wholesale establishments primarily engaged in selling mixed and other feeds, fertilizers, fertilizer materials, and agricultural chemicals; seeds (farm, garden, and flower); and miscellaneous farm supplies such as hay, straw, and alfalfa.

Merchant wholesalers, n.e.c.--(Not shown separately in the accompanying table.) Merchant wholesale establishments primarily engaged in selling petroleum products, cut flower and potted plants; forest products except lumber; inedible oils and fats; textiles and materials other than dry goods; industrial yarns; crude rubber; ores; sponges; artificial leather; wood pulp; artificial flowers; and products not elsewhere classified; and establishments handling a line of merchandise too broad to be included in any of the classifications outlined above.

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MONTHLYWHOLESALE TRADE
REPORT

JULY 1958

U. S. DEPARTMENT OF COMMERCE

Sinclair Weeks, Secretary

THE LIBRARY OF THE

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Robert W. Burgess, Director

SEP 12 1958

UNIVERSITY OF ILLINOIS

FOR RELEASE

SEPTEMBER 8, 1958

SALES AND INVENTORIES

Sales

July 1958 sales of merchant wholesalers were estimated at \$9.7 billion, an increase of 2 percent above June 1958. However, sales in July this year were 3 percent below July a year ago. Cumulative sales for the first 7 months of 1958 were 7 percent below sales in the comparable period of 1957.

Sales of durable goods trades, in total, amounting to \$4.0 billion in July 1958, were unchanged from June but were 7 percent below a year ago. However, sales in the nondurable goods trades, at \$5.7 billion, rose 4 percent over the previous month and were slightly (1%) above last July.

Large increases over June sales were reported by such nondurable goods trades as meat (15%), books, magazines, newspapers (15%), clothing, furnishings (12%), and beer, ale (11%). The largest increases for durable goods trades were shown by motor-vehicle distributors (8%) and lumber, millwork wholesalers (7%). Significant declines from June sales were indicated by air conditioning, commercial refrigerator equipment distributors (16%) among the durable goods trades and by coal wholesalers (16%) and piece goods converters (14%) among the nondurables. For the tenth consecutive month, iron and steel scrap wholesalers registered the most substantial decline (47%) from year-ago sales. Increases over a year ago were indicated by distributors of motor-vehicles (16%), meat (15%), poultry (13%), wine, distilled spirits (12%), farm supplies (12%), and professional equipment, supplies (10%).

New England and the Middle Atlantic Divisions reported July sales unchanged or slightly below June. All other geographic divisions, however, noted gains of 3 to 4 percent. Compared with a year ago, most divisions indicated declines, with the sharpest drop (8%) experienced in the West South Central Division.

Inventories

Inventories of wholesalers, which leveled off in June after six successive declines, were again reduced slightly (1%) during July 1958 and were off 3 percent compared with stocks on hand last July. Durable goods stocks at the end of July were 1 percent below their level of a month earlier while nondurable goods stocks remained unchanged. Compared with a year ago, durable goods stocks declined 5 percent but nondurable goods inventories were up 1 percent.

The July 1958 stock-sales ratio for all merchant wholesalers reporting inventories in conjunction with their sales was 125 percent, down 5 points from June, but 2 points higher than the July 1957 ratio. The stock-sales ratio of durable goods wholesalers was 177 percent compared with 88 percent for nondurable goods trades.

Small changes in inventories (3 percent or less) were noted in all geographic divisions compared with a month earlier. More substantial changes from year-ago stocks, mostly downward, were indicated. The largest decline (11%) occurred in the New England Division; the largest increase, in the East South Central Division (7%).

General

This report includes monthly dollar volume estimates of sales of merchant wholesalers by kind of business from July 1957 through July 1958. These data are based on a probability sample representative of all merchant wholesalers in the country. A description of this sample and approximate measures of the reliability of the data are included on pages 8 and 9. Also included in this report are sales and inventory trends and stock-sales ratios by kind of business, for the United States as a whole and by geographic division.

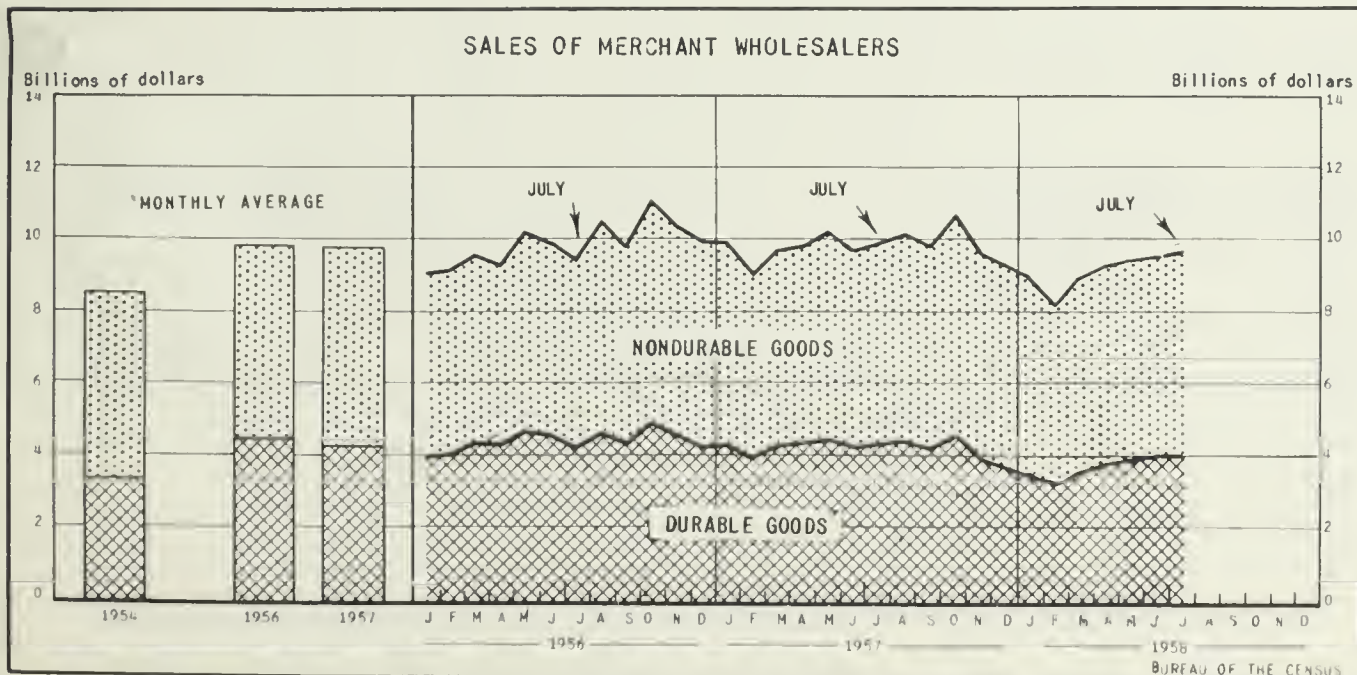


Table 1.--ESTIMATED MONTHLY SALES OF MERCHANT WHOLESALERS¹--UNITED STATES, BY KIND OF BUSINESS

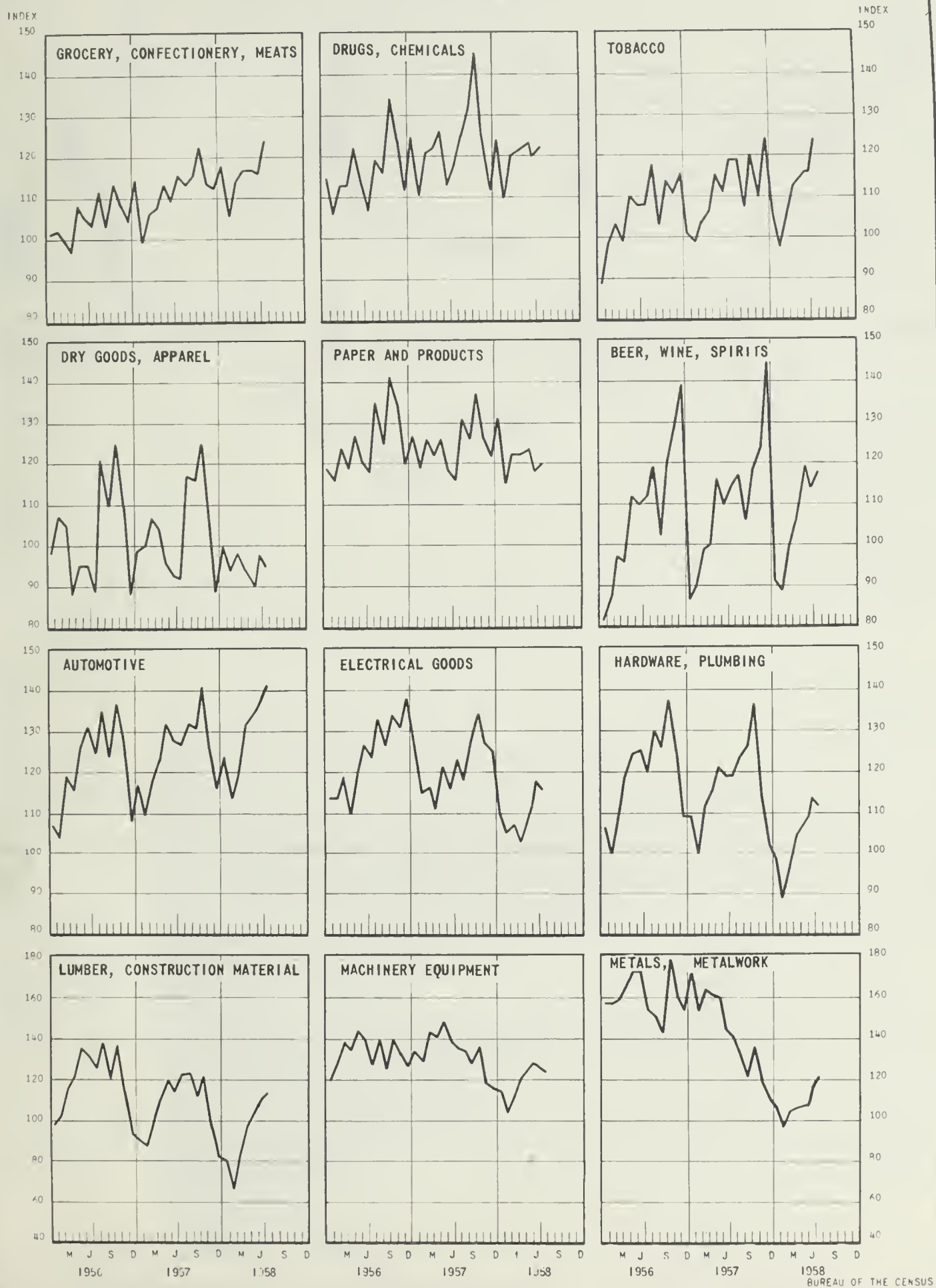
1957 AND 1958

(Sales in millions of dollars)

Kind of business	1958							1957						Total 7 mos.	
	Jan.	Feb.	Mar.	Apr.	May	June	July	July	Aug.	Sept.	Oct.	Nov.	Dec.	1958	1957
MERCHANT WHOLESALERS, TOTAL.....	8,972	8,179	8,863	9,213	9,435	9,480	9,663	9,916	10,197	9,814	10,713	9,590	9,325	63,805	68,331
DURABLE GOODS, TOTAL.....	3,493	3,181	3,501	3,727	3,868	3,972	3,958	4,267	4,329	4,222	4,511	3,907	3,656	25,700	29,841
Automotive wholesalers.....	410	378	394	438	449	453	468	421	439	434	467	418	386	2,990	2,841
Automotive equipment, tire-tube wholesalers.	350	324	337	368	371	376	387	363	377	373	406	359	329	2,513	2,331
Electrical, electronics, appliance distributors	580	554	578	554	586	621	612	650	624	673	709	667	660	4,085	4,331
Electrical apparatus, supplies distributors.	260	263	277	269	292	312	299	325	307	332	341	311	312	1,972	2,111
Electrical appliances, TV, radio sets, electronic parts, distributors.....	319	291	301	285	294	309	314	325	317	341	368	356	349	2,113	2,221
Furniture, home furnishings wholesalers.....	168	170	191	197	192	198	194	185	210	216	245	223	208	1,310	1,371
Furniture wholesalers.....	58	55	59	57	57	62	64	65	75	75	78	71	69	412	441
Home furnishings, floor coverings wholesalers.....	110	114	132	140	135	136	130	120	135	142	167	152	139	897	921
Hardware, plumbing-heating goods wholesalers..	362	327	356	386	400	416	412	436	452	463	499	415	372	2,659	2,901
Hardware wholesalers.....	165	151	170	184	186	183	181	192	197	201	215	177	164	1,220	1,331
Plumbing, heating equipment, supplies distributors.....	197	176	186	202	214	233	231	244	255	262	284	238	208	1,439	1,561
Lumber, construction materials distributors...	444	364	458	536	585	610	644	667	675	613	666	538	448	3,641	4,081
Lumber, millwork wholesalers.....	242	208	248	277	301	307	328	343	342	307	331	269	232	1,911	2,201
Construction materials distributors.....	202	156	210	258	284	303	317	324	333	305	335	269	216	1,730	1,881
Machinery, equipment, supplies distributors...	954	867	937	1,023	1,074	1,066	1,022	1,131	1,121	1,071	1,141	985	963	6,943	8,101
Industrial machinery, equipment supplies distributors.....	442	381	391	419	442	408	395	509	512	490	548	455	457	2,878	3,851
Professional equipment, supplies distributors.....	87	84	91	91	90	95	98	89	96	99	99	91	92	636	581
Service establishment supply houses.....	113	106	112	117	121	125	116	106	115	113	120	106	106	810	791
Metals, metalwork (except scrap) distributors.	295	272	291	300	304	327	338	396	368	339	378	331	305	2,127	3,061
Iron, steel and products distributors.....	200	184	197	209	208	226	238	272	252	230	257	217	184	1,462	2,091
Nonferrous metals distributors.....	94	88	94	91	97	100	99	124	116	108	121	114	122	663	971
Scrap, waste materials dealers.....	223	194	237	232	217	215	214	320	361	319	303	229	212	1,532	2,581
Iron, steel scrap dealers.....	119	108	133	128	111	114	111	208	232	212	192	132	122	824	1,691
Waste materials dealers.....	104	86	104	104	106	101	103	112	129	107	111	97	90	708	891
NONDURABLE GOODS, TOTAL.....	5,479	4,998	5,362	5,486	5,567	5,508	5,705	5,649	5,868	5,591	6,202	5,683	5,669	38,105	38,491
Grocery, confectionery, meat wholesalers.....	1,705	1,512	1,646	1,684	1,688	1,675	1,786	1,660	1,630	1,623	1,755	1,622	1,615	11,696	11,001
General-line grocery wholesalers.....	729	672	688	715	727	706	753	703	692	701	758	679	650	4,990	4,741
Specialty-line grocery wholesalers.....	606	528	612	596	595	620	637	610	593	589	634	607	616	4,194	4,031
Confectionery wholesalers.....	56	51	54	53	54	53	54	50	51	55	61	58	57	375	351
Meat, meat products wholesalers.....	315	262	292	319	312	297	341	297	294	278	302	278	292	2,138	1,871
Farm products (edible) distributors.....	377	353	403	450	446	416	432	442	413	375	419	402	415	2,877	2,731
Poultry, poultry products distributors.....	142	120	136	156	143	134	146	129	142	138	163	166	165	977	831
Fresh fruit, vegetable wholesalers.....	235	233	267	294	303	282	285	313	271	237	256	236	251	1,899	1,901
Beer, wine, distilled spirits wholesalers.....	429	426	470	501	564	539	560	543	556	501	561	583	683	3,489	3,391
Beer, ale distributors.....	161	151	172	198	226	227	253	269	254	205	198	185	209	1,388	1,411
Wine, distilled spirits wholesalers.....	268	275	298	303	339	312	307	274	302	297	363	398	474	2,102	1,971
Drugs, chemicals, allied products wholesalers.	349	309	336	341	345	338	342	331	350	373	406	350	315	2,360	2,341
Drug wholesalers (general and specialty lines).....	228	202	219	214	215	211	218	211	222	241	271	234	209	1,507	1,461
Industrial chemicals, explosives wholesalers	100	88	95	100	102	98	94	90	99	103	107	92	85	677	691
Paint, varnish wholesalers.....	21	19	22	26	28	29	30	30	29	28	28	24	20	172	161
Tobacco distributors.....	284	262	282	302	311	310	332	319	319	288	320	295	332	2,083	2,021
Dry goods, apparel wholesalers.....	475	445	463	446	429	465	451	434	567	549	593	506	424	3,174	3,261
Clothing, furnishings, footwear wholesalers.	161	157	180	163	150	143	160	151	236	212	221	208	149	1,114	1,111
Dry goods wholesalers (general and specialty lines).....	192	174	168	167	164	190	182	186	220	223	240	190	172	1,235	1,321
Paper, allied products wholesalers.....	324	285	300	301	303	291	295	287	323	310	339	312	301	2,099	2,101
Paper wholesalers.....	287	251	264	263	266	255	259	250	279	267	290	265	258	1,845	1,811
Amusement, sporting goods wholesalers.....	85	86	90	99	100	99	100	111	119	125	129	126	124	659	661
Coal wholesalers.....	103	98	86	71	81	80	67	101	108	103	108	99	100	586	761
Farm supplies wholesalers.....	123	124	146	160	138	116	109	97	111	112	106	96	96	916	920

¹ Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding.
r Revised

SALES OF MERCHANT WHOLESALERS—KINDS OF BUSINESS
1956, 1957 AND 1958
1954 MONTHLY AVERAGE = 100



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS

JULY 1958

Kind of business	Sales*			Inventory, end-of-month (at cost)		Stock-sales ratios		
	Percent change			Percent change, July 1958 from--		(percent)		
	July 1958-from--		7 mos. 1958 from 7 mos. 1957	July 1958 from--		July 1958	July 1957	June 1958
	July 1957	June 1958		July 1957	June 1958			
MERCHANT WHOLESALERS, TOTAL.....	-3	+2	-7	-3	-1	125	123	13
DURABLE GOODS, TOTAL.....	-7	0	-14	-5	-1	177	167	16
Automotive wholesalers.....	+11	+3	+6	+1	-1	181	192	19
Motor-vehicle distributors*.....	+16	+8	-1	-2	-5	128	155	14
Automotive equipment, tire-tube wholesalers.....	+7	+3	+7	+2	-1	189	197	19
Electrical, electronics, appliance distributors.....	-6	-1	-6	-9	-3	168	165	17
Electrical apparatus, supplies distributors.....	-8	-4	-7	-6	-3	157	148	14
Electrical appliances, TV, radio sets, electronic parts, distributors.....	-3	+2	-5	-10	-3	180	183	18
Furniture, home furnishings wholesalers.....	+5	-2	-4	-9	-4	172	185	17
Furniture wholesalers.....	-2	+3	-8	-11	-3	175	173	17
Home furnishings, floor coverings wholesalers.....	+8	-4	-3	-8	-5	171	193	17
Hardware, plumbing-heating goods wholesalers.....	-6	-1	-8	-6	-1	220	222	22
Hardware wholesalers.....	-6	-1	-9	-7	-1	243	246	21
Plumbing, heating equipment, supplies distributors.....	-5	-1	-8	-5	0	196	197	20
Lumber, construction materials distributors.....	-3	+6	-11	-3	+1	104	102	11
Lumber, millwork wholesalers.....	-4	+7	-13	-4	0	143	139	12
Construction materials distributors.....	-2	+5	-8	-2	+1	73	71	7
Machinery, equipment, supplies distributors.....	-10	-4	-14	-4	-2	190	168	18
Air conditioning, commercial refrigeration equipment, distributors*.....	-12	-16	-2	+6	-1	188	154	14
Commercial machines, equipment distributors*.....	-8	-2	-7	-2	-3	192	164	14
Industrial machinery, equipment, supplies distributors.....	-22	-3	-25	-6	-2	192	147	19
Professional equipment, supplies distributors.....	+10	+3	+9	+2	0	178	180	18
Surgical, medical, hospital supply houses*.....	+10	+1	+6	+8	-1	153	150	14
Service establishment supply houses.....	+9	-7	+2	+4	0	139	143	13
Metals, metalwork (except scrap) distributors.....	-15	+3	-31	-8	-1	250	229	24
Iron, steel and products distributors.....	-12	+5	-30	-8	-1	275	265	27
Nonferrous metals distributors.....	-20	-1	-32	-7	+1	146	111	11
Scrap, waste materials dealers.....	-33	0	-41	+1	+1	96	57	9
Iron, steel scrap dealers.....	-47	-3	-51	+2	+2	113	54	11
Waste materials dealers.....	-8	+2	-21	-1	-1	75	64	7
Jewelry wholesalers*.....	-2	-6	-11	-7	+2	300	341	20
NONDURABLE GOODS, TOTAL.....	+1	+4	-1	+1	0	88	88	9
Grocery, confectionery, meat wholesalers.....	+8	+7	+6	+3	-1	62	65	6
General-line grocery wholesalers.....	+7	+7	+5	+5	+1	85	86	8
Voluntary groups*.....	+13	+6	+8	+7	-3	74	77	7
Retailer-cooperative*.....	+10	+7	+6	+17	+3	69	71	6
Nonaffiliated*.....	+8	+10	+7	+1	+2	100	97	10
Specialty-line grocery wholesalers.....	+4	+3	+4	-2	-1	64	67	4
Confectionery wholesalers.....	+8	+2	+6	+2	-2	88	91	8
Meat, meat products wholesalers.....	+15	+15	+14	+11	-8	18	19	2
Farm products (edible) distributors.....	-2	+4	+5	+1	-3	18	18	2
Poultry, poultry products distributors.....	+13	+9	+17	-5	0	17	22	13
Fresh fruit, vegetable wholesalers.....	-9	+1	0	+4	-5	18	16	9
Beer, wine, distilled spirits wholesalers.....	+3	+4	+3	+4	-3	115	118	12
Beer, ale distributors.....	-6	+11	-2	-2	+1	47	50	4
Wine, distilled spirits wholesalers.....	+12	-2	+6	+6	-4	173	180	14
Drugs, chemicals, allied products wholesalers.....	+3	+1	+1	r +4	r +1	134	133	13
Drug wholesalers (general and specialty lines).....	+3	+3	+3	+4	0	150	147	15
Industrial chemicals, explosives wholesalers.....	+4	-4	-3	+8	+3	105	100	9
Paint, varnish wholesalers.....	0	+3	-5	-8	-3	125	134	12
Tobacco distributors.....	+4	+7	+3	+4	+2	52	53	4
Dry goods, apparel wholesalers.....	+4	-3	-3	-7	0	219	223	22
Clothing, furnishings, footwear wholesalers.....	+6	+12	0	-5	+1	211	222	21
Dry goods wholesalers (general and specialty lines).....	-2	-4	-7	-6	-3	223	224	22
Piece goods converters*.....	-8	-14	-8	-13	+3	221	222	17
Paper, allied products wholesalers.....	+3	+1	0	+1	-1	123	124	12
Paper wholesalers.....	+4	+2	+2	0	-1	117	117	11
Stationery, wallpaper wholesalers*.....	0	-1	-5	+1	-1	164	178	16
Farm products (raw materials) merchants*.....	-8	+9	-10	-13	+3	105	97	10
Other nondurable goods wholesalers*.....	-12	-3	-7	+7	+1	98	86	9
Amusement, sporting goods distributors.....	-10	+1	-1	+4	+3	191	180	19
Book, magazine, newspaper wholesalers*.....	+5	+15	+8	+10	-3	100	103	10
Coal wholesalers.....	-34	-16	-23	-29	+18	98	115	9
Farm supplies wholesalers.....	+12	-6	0	+7	+4	116	120	11

* See text, page 8.

r Revised since Advanced Release dated August 29, 1958.

UNITED STATES, BY GEOGRAPHIC DIVISION

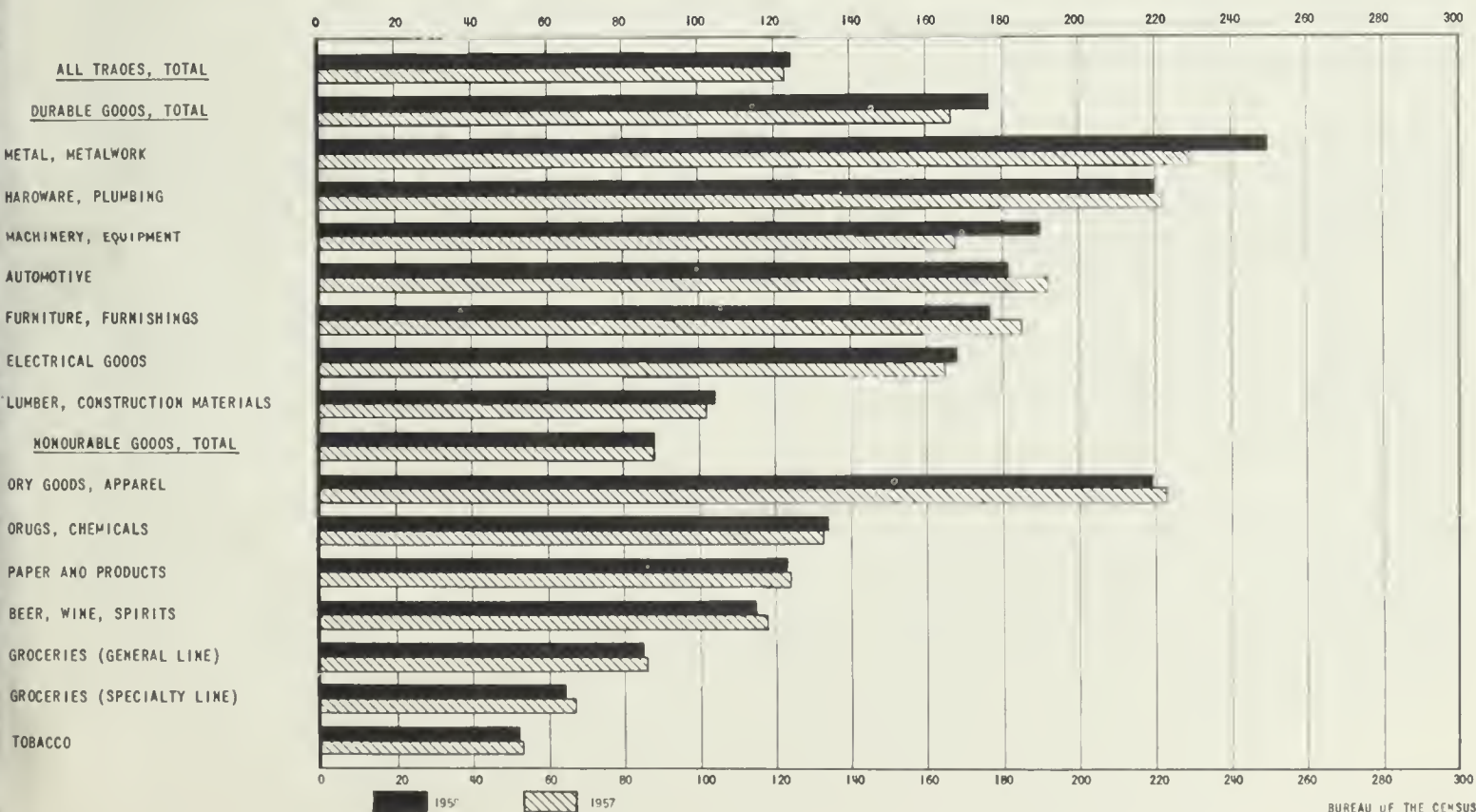
SALES OF MERCHANT WHOLESALERS
SEVEN MONTHS 1958 COMPARED WITH SEVEN MONTHS 1957
(Percent change)



UNITED STATES (-7)

STOCKS—SALES RATIOS OF MERCHANT WHOLESALERS IN SELECTED KINDS OF BUSINESS JULY 1958 COMPARED WITH JULY 1957

(Percent)



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Table 3.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS

JULY 1958									
Kind of business and geographic division (see map page 5)	Sales*			Inventory, end-of-month (at cost)		Stock-sales ratios (percent)			
	Percent change								
	July 1958 from--		7 mos. 1958 from 7 mos. 1957	Percent change, July 1958 from--		July 1958	July 1957	June 1958	
	July 1957	June 1958		July 1957	June 1958				
MERCHANT WHOLESALERS, TOTAL.....	-3	+2	-7	-3	-1	125	123	130	
New England.....	0	0	-6	-11	+1	119	134	118	
Middle Atlantic.....	-6	-1	-8	-4	-2	107	106	111	
East North Central.....	-7	+4	-9	-3	0	134	126	140	
West North Central.....	-1	+3	0	-5	+1	115	118	114	
South Atlantic.....	-1	+4	-4	+2	-2	141	132	151	
East South Central.....	-1	+4	-4	+7	+1	138	130	145	
West South Central.....	-8	+4	-9	-1	0	141	134	146	
Mountain.....	+5	+3	+1	+2	-3	152	155	159	
Pacific.....	+3	+4	-4	-6	-3	122	131	130	
Automotive equipment, tire-tube wholesalers.....	+7	+3	+7	+2	-1	189	197	199	
New England.....	+13	+15	-2	(X)	-3	(X)	(X)	(X)	
Middle Atlantic.....	+4	+6	+3	-3	-2	169	180	193	
East North Central.....	+2	+4	-3	+8	0	236	226	250	
West North Central.....	+11	-3	+6	+3	-1	178	191	171	
South Atlantic.....	+10	+5	+1	+8	0	182	196	190	
East South Central.....	+4	+7	+3	+8	0	206	214	225	
West South Central.....	-3	-1	+2	+1	-3	185	183	191	
Mountain.....	+7	+1	+6	+6	0	239	248	239	
Pacific.....	+1	+1	+1	+7	+1	176	191	180	
Electrical apparatus, supplies distributors.....	-8	-4	-7	-6	-3	157	148	156	
New England.....	-7	+2	-16	-15	-6	160	175	183	
Middle Atlantic.....	-4	+6	-9	-3	-2	143	132	153	
East North Central.....	-18	-7	-14	-11	-2	176	159	171	
West North Central.....	-13	-9	-11	-5	-2	194	171	180	
South Atlantic.....	-2	-3	-14	-4	-4	150	151	151	
East South Central.....	-14	0	-12	-4	-5	135	122	144	
West South Central.....	-17	-8	-6	-6	-2	171	151	159	
Mountain.....	+9	(X)	+3	+14	+3	179	171	142	
Pacific.....	-3	-4	-5	(X)	-6	131	137	135	
Elect. appliances, TV, radio sets, electronic parts distributors....	-3	+2	-5	-10	-3	180	183	187	
New England.....	+15	+1	-7	-6	-6	169	213	182	
Middle Atlantic.....	-10	+2	-12	-19	-4	172	194	176	
East North Central.....	-8	+6	-12	-8	+1	187	186	194	
West North Central.....	-2	+4	-6	-13	-4	199	205	214	
South Atlantic.....	-4	+16	-11	-23	-7	147	189	199	
East South Central.....	0	(X)	-8	(X)	0	(X)	(X)	(X)	
West South Central.....	-12	-19	-4	-9	-7	196	164	160	
Pacific.....	-14	-2	-5	-7	-3	153	141	157	
Furniture, home furnishings wholesalers.....	+5	-2	-4	-9	-4	172	185	177	
Middle Atlantic.....	+2	-2	-8	0	0	159	155	157	
East North Central.....	-10	+1	-10	-12	-6	166	190	169	
West North Central.....	-9	0	-3	-11	-7	171	171	172	
South Atlantic.....	+16	+3	0	-7	-7	130	201	154	
East South Central.....	(X)	+1	(X)	-16	-2	231	282	248	
West South Central.....	0	-10	-4	-2	-1	179	197	183	
Pacific.....	-18	-2	-7	-14	-4	210	216	216	
Hardware wholesalers.....	-6	-1	-9	-7	-1	243	246	239	
New England.....	-4	-4	-8	-1	-1	285	275	271	
Middle Atlantic.....	-13	-10	-10	-4	-3	265	266	238	
East North Central.....	-5	-1	-10	-13	-1	210	232	209	
West North Central.....	-3	-5	+2	-12	-2	252	281	244	
South Atlantic.....	-6	-4	-8	-5	+3	308	274	269	
East South Central.....	-7	-1	-8	-1	0	208	217	227	
West South Central.....	-14	-3	-9	-1	-1	271	227	258	
Mountain.....	-4	-4	-8	-3	-1	298	295	290	
Pacific.....	-6	+4	-5	-9	-2	209	215	224	
Plumbing, heating equipment, supplies distributors.....	-5	-1	-8	-5	0	196	197	201	
New England.....	-7	+10	-5	+1	-2	215	202	236	
Middle Atlantic.....	-7	+2	-10	-5	+2	183	183	185	
East North Central.....	-9	+5	-13	-6	-1	207	203	219	
West North Central.....	+5	+1	+3	0	+1	232	239	228	
South Atlantic.....	-4	0	-5	-6	-1	174	177	179	
East South Central.....	+3	-5	+3	(X)	0	220	219	189	
West South Central.....	(X)	+3	(X)	-6	-1	196	148	198	
Pacific.....	+17	+3	-4	-3	+1	192	250	186	
Lumber, construction materials distributors.....	-3	+6	-11	-3	+1	104	102	110	
New England.....	(X)	+6	(X)	(X)	+1	102	65	108	
Middle Atlantic.....	+10	+3	-9	-1	-2	98	109	102	
East North Central.....	-9	+7	-11	-4	+2	123	108	136	
West North Central.....	-1	-6	-6	(X)	-3	85	103	82	
South Atlantic.....	(X)	0	(X)	+34	+10	83	65	81	
East South Central.....	(X)	+16	(X)	-2	-1	131	144	150	
West South Central.....	-3	+6	0	-7	0	102	107	109	
Mountain.....	+13	+6	+2	+6	0	115	113	121	
Pacific.....	+1	+3	-9	-6	+1	81	82	78	

See footnotes at end of table.

Table 3.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS--Continued

JULY 1958

Kind of business and geographic division (see map page 5)	Salas*			Inventory, end-of-month (at cost)		Stock-sales ratios (percent)		
	Percent change			Percent change, July 1958 from--		July 1958	July 1957	June 1958
	July 1958 from--		7 mos. 1958 from 7 mos. 1957	July 1958 from--				
	July 1957	June 1958		July 1957	June 1958			
Industrial machinery, equipment supplies distributors.....	-22	-3	-25	-6	-2	192	147	195
New England.....	(X)	-10	(X)	-13	+8	(X)	(X)	(X)
Middle Atlantic.....	-21	-8	-16	-3	+1	142	116	143
East North Central.....	-31	-4	-27	-4	-1	214	146	204
South Atlantic.....	-15	-7	-25	+2	-2	177	150	198
East South Central.....	-35	+1	-36	-2	-2	234	149	242
Mountain.....	(X)	0	(X)	+11	0	152	129	155
Pacific.....	-16	+4	-17	-15	-2	196	190	218
General-line grocery wholesalers.....	+7	+7	+5	+5	+1	85	86	91
New England.....	+11	+7	+4	+9	+2	96	96	101
Middle Atlantic.....	+15	+4	+7	+13	-1	90	94	93
East North Central.....	+8	+4	+9	+8	+7	79	82	81
West North Central.....	+5	+8	+8	+6	-3	70	69	77
South Atlantic.....	+13	+11	+6	+4	+1	105	130	111
East South Central.....	+18	+14	+8	+2	-1	95	112	110
West South Central.....	+9	+16	+10	+1	+9	93	101	100
Mountain.....	+12	+12	+6	-6	-1	92	110	104
Pacific.....	-2	+5	+3	+7	+1	71	68	73
Specialty-line grocery wholesalers.....	+4	+3	+4	-2	-1	64	67	71
New England.....	+4	+4	+10	(X)	+8	89	110	82
Middle Atlantic.....	-1	+4	-1	-3	-2	56	56	66
East North Central.....	0	+2	+5	-11	-1	65	76	71
West North Central.....	-7	-3	-4	(X)	(X)	(X)	(X)	(X)
South Atlantic.....	+11	+12	+6	-6	-1	91	84	102
East South Central.....	+5	+5	0	-9	-7	43	49	50
Pacific.....	+17	+10	+2	(X)	-5	51	58	58
Sh fruit, vegetable wholesalers.....	-9	+1	0	+4	-5	18	16	19
New England.....	-1	+15	+4	(X)	+12	17	15	18
Middle Atlantic.....	-11	+7	-5	-4	-16	11	11	14
East North Central.....	-16	+2	-3	(X)	-10	13	11	12
South Atlantic.....	-7	(X)	+4	(X)	-15	17	14	17
East South Central.....	-5	-7	+4	(X)	-26	(X)	(X)	(X)
West South Central.....	+3	+2	-1	+9	+1	24	25	22
Pacific.....	-4	+6	+3	+4	-8	25	21	28
Drug wholesalers (general and specialty lines).....	+3	+3	+3	+4	0	150	147	153
New England.....	+3	-2	0	+3	+3	121	118	118
Middle Atlantic.....	0	+4	-2	+4	-3	114	105	119
East North Central.....	+3	-1	0	+7	-2	161	154	158
West North Central.....	-2	+1	+5	(X)	(X)	(X)	(X)	(X)
South Atlantic.....	+3	+6	+4	+2	-2	165	165	181
East South Central.....	-2	+7	+4	(X)	(X)	(X)	(X)	(X)
West South Central.....	-1	+6	+5	+3	+5	223	214	226
Mountain.....	+9	-1	+5	(X)	+8	(X)	(X)	(X)
Pacific.....	+17	+3	+5	+6	+1	129	146	132
Access distributors.....	+4	+7	+3	+4	+2	52	53	54
New England.....	+4	+2	+3	-4	+3	49	51	47
Middle Atlantic.....	+7	+6	+6	0	0	47	50	50
East North Central.....	+5	+7	+4	+11	+1	54	51	56
West North Central.....	+18	+3	+6	+1	0	49	60	54
South Atlantic.....	+9	+12	+3	+3	+3	53	56	56
East South Central.....	+6	+2	+9	+5	0	46	46	47
West South Central.....	+8	+11	+5	+13	+4	60	57	64
Pacific.....	+10	+8	+10	-1	+4	58	63	58
Household goods, apparel wholesalers.....	+4	-3	-3	-7	0	219	223	227
New England.....	+8	+15	-3	(X)	+2	169	208	182
Middle Atlantic.....	-11	-6	-7	-11	0	200	203	185
East North Central.....	+1	+4	-9	-1	-2	280	223	276
West North Central.....	+12	+25	+2	-18	-7	186	253	272
South Atlantic.....	+4	-5	-3	-11	+3	272	277	241
East South Central.....	+8	+8	-1	(X)	-2	(X)	(X)	(X)
Pacific.....	+5	+35	-1	(X)	-3	(X)	(X)	(X)

See text, page 8.

Withheld due to extreme variation of reported data.

DESCRIPTION OF SAMPLE, ESTIMATING PROCEDURE, AND RELIABILITY OF THE DATA

1. Scope of Survey

This survey is limited to merchant wholesalers, which constitute the major portion of the broad field of wholesale trade, and excludes other types of wholesale trade such as manufacturers sales branches and sales offices; petroleum bulk stations; agents and brokers and assemblers of farm products. All kinds of business in which merchant wholesalers operate are represented in this survey.

Merchant wholesalers are defined in the Standard Industrial Classification Manual issued by the Bureau of the Budget, Executive Office of the President, as "Establishments usually known as wholesalers, merchant wholesalers or jobbers, primarily engaged in buying, taking title to, and where customary, physically storing and handling goods and selling the goods at wholesale principally to retailers and industrial and commercial users. This group also includes industrial and distributors, exporters, and importers, cash-and-carry wholesalers; drop shippers, wagon distributors, etc. The establishments included in this group may perform operations on the goods incidental to the wholesale trading and delivery, such as installing equipment, and fixtures; and collecting and baling waste materials." Firms which, in addition to merchant wholesale establishments, operate other types of establishments, e.g., retail, manufacturing, etc., report in this survey only for their merchant wholesale establishments. A description of each kind-of-business classification shown in this report is included on pages 10 through 12.

2. Sample Design

Firms reporting in the survey are part of a probability sample representing merchant wholesalers in all kinds of business. The sample, which includes over 17,000 firms (about 26,000 establishments) is drawn from two sources: (1) 1954 Census of Business lists representing all wholesalers (with paid employees) in business in 1954 and (2) Bureau of Old Age and Survivors Insurance (BOASI) lists of wholesalers (with paid employees) entering business (or requesting new Employer Identification Numbers) since 1954. The sample is supplemented twice a year for new firms on the BOASI lists.

The reporting panel includes a fixed panel of about 1,400 very large firms reporting monthly and four rotating panels each containing about 3,900 smaller firms which report every fourth month. In any given month, the total reporting panel includes about 5,300 firms.

The number of firms selected in the sample for each kind of business varies from 150 to 650 firms, depending upon (a) the total number of firms in the trade, (b) and distribution of firms within the trade by sales size, and (c) whether geographic division trends are to be shown for the trade. In those kinds of business for which percentage changes are shown by geographic division, the sample chosen for the national estimates was increased by about 50 percent to provide wider representation by geographic division. In some of these trades, however, data are not shown separately for some geographic divisions because even this increase in the sample size will not provide reliable results in all geographic divisions.

3. Published Data

Sales.--This report includes monthly dollar volume estimates of sales by kind of business for the United States as a whole (Table 1) and sales trends (percent changes) derived from these estimates (Table 2). Sales trends are shown in Table 2 for some detailed kind of businesses for which estimates are not shown separately in Table 1. For these kinds of business (identified by * in Table 2) the trends are based only on the weighted sales of identical firms (i.e., firms reporting data for each of the months for which comparisons are made). Sales trends by geographic division are also shown for selected kinds of business (Table 3). In Table 3, the trends for geographic division are based on

weighted sales of identical firms; however, sales trends at the United States level are derived from the dollar volume estimates shown in Table 1.

Sales include sales of merchandise and receipts from repairs or other services to customers, after deducting returns and allowances, and discounts. Sales of merchandise for others on a commission basis are also included. Local and State sales taxes, and Federal excise taxes are included.

Inventories.--This report presents inventory trends by kind of business for the United States as a whole (Table 2) and by geographic division (Table 3). These inventory trends are based on the weighted inventories of identical firms (i.e., firm reporting data for each of the months compared).

Inventories represent stocks, at cost, of merchandise on hand for sale at the end of the month.

Stock-sales ratios.--These are presented by kind of business for the United States as a whole (Table 2) and by geographic division (Table 3). The stock-sales ratios are percentages derived by dividing weighted stocks, at cost, by weighted sales for only those firms reporting inventories in conjunction with sales in all three periods compared. Excluded from these ratios were all firms which report "zero" inventories (e.g., drop shippers). No adjustment is made in these calculations for the markup of sales, which varies from trade to trade. Stock-sales ratios for previous months shown in the current report may differ from those published in previous reports since the reporting panel varies.

4. Estimating Procedure

Each firm selected in the sample has an assigned weight which reflects its probability of selection in the sample. Large firms are selected with certainty, thus having a weight of one (1). Other firms are sampled at varying rates depending upon size, with smaller firms having a lower probability of selection and thus a larger weight.

For most firms reporting, data are available for each of three months (current, previous, and year ago). New firms reporting provide data for at least two months (current and previous). Sales and inventory figures reported for each firm are multiplied by its weight (the reciprocal of its probability of selection) and the results summarized to obtain the dollar volume estimates, percentage changes and stock-sales ratios shown in this report.

Volume estimates.--The summation of the weighted reports of sales for each monthly panel provides unbiased dollar volume estimates, by kind of business, for two months--the current month and the preceding month. However, the published estimate is a "composite" of two estimates (a) the unbiased estimate for the current month obtained from the summation of the current month reports and (b) a ratio estimate obtained by multiplying the "composite" estimate for the previous month by the ratio of the current month unbiased previous month unbiased estimates obtained from the summation of the current reports. The unbiased estimate (a) receives a weight of .3 while the ratio estimate (b) receives a weight of .7. The resulting weighted average provides a "composite" estimate of the dollar volume of sales considerably more reliable than either of the two estimates taken alone.

Percentage changes.--Two types of percentage change figures are presented in this report, viz., (1) percentage changes derived from dollar volume estimates (2) percent changes based on the weighted data from identical firms (i.e., those reporting data for each of the months for which comparisons are made). The percentage changes based on identical firms, however, should not be regarded as an unbiased measure of percentage change. Since only those establishments reporting in both periods compared are included, the net change due to births and deaths is not reflected in the ratios shown.

DESCRIPTION OF SAMPLE, ESTIMATING PROCEDURE, AND RELIABILITY OF THE DATA--Continued

5. Reliability of the Data

Estimates based on a sample are subject to sampling variability and thus are not expected to be in exact agreement with a complete census taken with the same enumeration procedures. For all trades combined, the sampling variability of the "composite" sales estimates for any individual month, is less than one percent at the one sigma level. That is to say, the chances are about two out of three that the estimated sales shown would differ by less than one percent from the results of a complete enumeration. The variability of estimates for kind-of-business groups and individual kinds of business is generally higher than for total merchant wholesale trade but for most trades the sampling variability is less than 5 percent at the one sigma level. Table 4 presents these sampling variabilities of the estimates for February, March, April and May 1958. Since these estimates are also subject to sampling variability they should be regarded as giving a general rather than exact idea of variability due to sampling.

The sampling variability of the ratios based on weighted identicals has not been evaluated. However, where these ratios are based on a small number of reports (viz., trends by geographic division) the sampling variability is usually quite high.

These measures do not include biases that may arise from other nonsampling errors, such as failure of respondent to submit correct figures or to submit a report in time for tabulation. In preparing the dollar volume estimates, an estimate is included for those firms that fail to respond. To the extent that the estimates for these firms may differ from the actual figures, nonresponse affects the reliability of the dollar volume estimate. As a result, dollar volume estimates are not published separately in a few trades where the nonresponse rate was considered too high to provide reliable level estimates. Approximately 10 percent of the total sales are imputed for nonresponse.

Table 4.--SAMPLING VARIABILITY--MONTHLY ESTIMATES OF SALES OF MERCHANT WHOLESALERS, BY KIND OF BUSINESS

Kind of business	Sampling error of monthly dollar value of sales						Kind of business	Sampling error of monthly dollar value of sales					
	1958					May 1958 from--		1958					May 1958 from--
	Feb.	Mar.	Apr.	May	Apr. 1958	May 1957		Feb.	Mar.	Apr.	May	Apr. 1958	May 1957
	Percent							Percent					
MERCHANT WHOLESALERS, TOTAL.....	1.2	1.1	1.1	0.9	0.6	0.8	NONDURABLE GOODS, TOTAL.....	1.7	1.4	1.3	1.2	0.8	1.0
DURABLE GOODS, TOTAL.....	1.2	1.2	1.5	1.4	0.8	1.6	Grocery, confectionery, meat.....	2	2	2	2	1	2
Automotive.....	4	4	4	4	3	4	General-line grocery.....	3	2	2	2	2	2
Automotive equipment, tire-tube.....	4	4	4	3	3	3	Specialty-line grocery.....	4	7	7	6	2	6
Electrical, electronics, appliances.....	3	4	5	4	2	4	Confectionery.....	6	5	5	6	3	5
Electrical apparatus, supplies.....	3	3	3	3	2	2	Meat, meat products.....	5	5	5	5	4	4
Electrical appliances, TV, radio sets, electronic parts.....	4	6	7	7	3	6	Farm products (edible).....	4	3	3	3	2	2
Furniture, home furnishings.....	4	3	3	3	2	3	Poultry, poultry products.....	6	5	6	5	3	6
Furniture wholesalers.....	5	6	6	6	2	6	Fresh fruit, vegetables.....	5	4	5	5	3	3
Home furnishings, floor coverings.....	4	3	4	3	2	4	Beer, wine, distilled spirits.....	2	3	3	3	2	2
Hardware, plumbing-heating goods.....	2	2	1	2	1	2	Beer, ale.....	4	5	5	4	3	2
Hardware.....	3	2	2	2	1	3	Wine, distilled spirits.....	3	3	3	3	2	2
Plumbing, heating equipment, supplies.....	3	3	3	4	2	4	Drugs, chemicals, allied products.....	2	3	3	2	2	2
Lumber, construction materials.....	3	3	2	3	2	3	Drugs (general and specialty lines).....	3	4	3	3	2	2
Lumber, millwork.....	4	6	5	5	4	6	Industrial chemicals, explosives.....	6	6	6	5	4	5
Construction materials.....	6	5	4	4	2	5	Paint, varnish.....	4	5	4	4	3	4
Machinery, equipment, supplies.....	2	2	3	3	2	2	Tobacco.....	2	3	2	3	2	3
Industrial machinery, equipment, supplies.....	5	5	6	6	4	4	Dry goods, apparel.....	4	3	4	3	2	3
Professional equipment, supplies.....	5	5	5	5	2	5	Clothing, furnishings, footwear.....	6	5	9	7	6	7
Service establishment supply houses.....	5	3	4	4	2	4	Dry goods (general and specialty lines).....	6	5	4	5	2	6
Metals, metalwork (except scrap).....	3	3	2	3	2	4	Paper, allied products.....	3	3	3	2	1	2
Iron, steel and products.....	5	4	3	4	3	5	Paper.....	3	3	3	2	2	2
Nonferrous metals.....	4	3	3	5	1	6	Amusement, sporting goods.....	5	6	4	4	4	4
Scrap, waste materials.....	4	4	5	4	2	5	Coal wholesalers.....	7	3	3	4	2	4
Iron, steel scrap.....	8	6	7	4	3	6	Farm supplies wholesalers.....	5	5	6	8	4	5
Waste materials.....	7	7	8	8	2	9							

Note: The above table provides approximate measures of the sampling variability of the dollar volume estimates of sales and of the ratios between sales for the two months specified. The ratio between sales for two consecutive months generally has a smaller sampling error than either the ratios between sales for two months apart or estimates of the level of sales. These sampling errors are themselves subject to sampling variability and thus should be regarded as giving a general rather than exact idea of the variability due to sampling. Differences from month to month may be due to this error in the estimates of sampling error. Differences also result from seasonal or cyclical fluctuation in the sales of individual businesses.

The sampling errors shown above can be converted to a range by the following notation: Multiply the sampling error by the estimate (whether it is a dollar volume estimate or a ratio). Add and subtract the resulting product from the published estimate. The resulting range is expected to include the "expected value" about two out of three times. Doubling the sampling error and repeating the above process will give a range which will include the "expected value" about 19 out of 20 times.

To illustrate the computation of these ranges for monthly dollar volume estimates, consider the estimate made for all durable goods in May 1958. The published estimate is \$3,868 million while the sampling error shown for this month is 1.4 percent (or .014). Multiplying \$3,868 million by .014, we obtain \$54 million. Thus, the chances are two out of three that the "expected value" of the estimate is between \$3,814 and \$3,922 million. Doubling the given sampling error gives us the limits, \$3,760 to \$3,976 million, which will contain the "expected value" 19 out of 20 times.

As an example of the use of these sampling error data with ratios, consider the ratio of change from April 1958 to May 1958 for all durable goods. This ratio of change, obtained by dividing \$3,868 million by \$3,727 million, is 1.04 (it can also be expressed as a 4% increase). The sampling error of this statistic is 0.8 percent (.008). Multiplying 1.04 by .008, we obtain .008 as the standard error of the ratio. There is a probability of two out of three that the "expected ratio" is contained in the range 1.03 to 1.05 while there is a probability of 19 out of 20 that the "expected ratio" is contained in the range 1.02 to 1.06.

DESCRIPTION OF KINDS OF BUSINESS

All kinds of business in which merchant wholesalers operate are represented in this survey. The kinds of business shown in this report parallel broad classifications used in the 1954 Census of Business covering wholesale trade. Each establishment in this survey has been assigned a kind-of-business classification based upon its trade designation and an analysis of its sales by commodity lines as reported to the Bureau of the Census. A description of each kind-of-business classification in this report is given below.

DURABLE GOODS

Automotive wholesalers

Motor-vehicle distributors.--Merchant wholesale establishments primarily engaged in selling new and used passenger automobiles and similar motor vehicles, road-type trucks, truck tractors, busses, trailers, and semitrailers to dealers or to fleet operators, industrial accounts, and to commercial users. Dealers in road-type trucks, truck tractors, and truck trailers are included here on the basis of kind-of-goods sold.

Automotive equipment, tire-tube wholesalers.--Merchant wholesale establishments--frequently referred to as jobbers in this trade--primarily engaged in selling automotive equipment, accessories, parts, tires, tubes and garage equipment and tools.

Electrical, electronics, appliance distributors

Electrical apparatus, supplies wholesalers.--Merchant wholesale establishments selling a general line of electrical equipment and apparatus; wiring supplies and construction materials; lighting fixtures and lamps; radio and television sets and accessories; electric refrigerators and other electrical appliances and specialties; and electronic parts and equipment; and those primarily engaged in selling such electrical equipment and apparatus; wiring supplies and construction materials, and lighting fixtures and lamps, as conduits and fittings, interior wires and cables, wiring devices, safety switches, poles, crossarms, pole-line hardware, outside wires and cables, residential, commercial, and industrial lighting fixtures, and incandescent and fluorescent lamps. Establishments specializing in the sale of electrical prime movers and other electrical power equipment for the generation, transmission, or utilization of electric energy are also included.

Electrical appliances, TV, radio sets, electronic parts distributors.--Merchant wholesale establishments primarily engaged in selling such electrical appliances and specialties as radio and television sets, dish washers, electric refrigerators, electric ranges, washing machines, ironers, radio and television parts and accessories, home freezers, sewing machines, hot water heaters, electric irons, percolators, clocks, hotplates, vacuum cleaners, etc., and electronic tubes, electronic replacement parts and accessories, and transmission and sound equipment.

Furniture, home furnishings wholesalers

Furniture wholesalers.--Merchant wholesale establishments primarily engaged in selling home or office furniture--wooden, metal or other.

Home furnishings, floor coverings wholesalers.--Merchant wholesale establishments primarily engaged in selling household china, glassware, and earthenware; floor coverings (carpets, rugs, linoleums, etc.); antique home furnishings; and miscellaneous home furnishings such as brooms, brushes, curtains, draperies, pictures and picture frames, window shades, kitchen utensils, phonograph records, and musical instruments.

Hardware, plumbing, heating goods wholesalers

Hardware wholesalers.--Merchant wholesale establishments selling a general line of merchandise sufficiently broad to service retail hardware stores and the hardware departments of other outlets--general-line hardware wholesalers; and establishments primarily engaged in selling builders hardware, heavy hardware, shelf or light hardware, and hardware

specialties such as tools, cutlery, bolts, nuts, rivets, screws, padlocks, keys, and the like--specialty-line hardware wholesalers.

Plumbing, heating equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling plumbing and heating equipment and supplies such as plumbing fixtures, including sanitary ware; steam and hot water heating boilers, radiators, parts, and fittings; stove ranges, furnaces, and other types of heating apparatus (except electric); oil burners; gas appliances and supplies; plumbing pipe, valves, and fittings; and plumbers brass goods.

Lumber, construction materials distributors

Lumber, millwork wholesalers.--Merchant wholesale establishments primarily engaged in selling lumber and millwork such as rough, dressed, and finished lumber; sheathing, siding, flooring, shingles, plywood, veneers, doors, sashes, frames, interior woodwork and trim.

Construction materials distributors.--Merchant wholesale establishments primarily engaged in selling such construction materials as brick, tile, and terra cotta; cement, lime and plaster; building glass; sand, gravel, and crushed stone; ready-mixed concrete; roofing, siding and insulation; stone, slate, concrete products, and building board.

Machinery, equipment, supplies distributors

Air conditioning, commercial refrigeration equipment distributors.--Merchant wholesale establishments primarily engaged in selling commercial refrigeration equipment (including electric) such as refrigerators, display cases, freezers, dispensers, water coolers, food locker equipment, and those selling air conditioning and ventilating equipment and supplies, including fans, blowers, and accessories. Establishments specializing in the sale of commercial refrigeration components and accessories are also included in this classification.

Commercial machines, equipment distributors.--Merchant wholesale establishments primarily engaged in selling office machines and equipment (except furniture) such as adding machines, typewriters, addressing, duplicating, sealing, computing, stapling, accounting, and statistical machines; restaurant and hotel equipment such as coffee urns, steam tables, china, glassware, silverware, linens, and related items; store machines and fixtures such as display fixtures, show racks, pricing equipment, cash registers, scales, meat slicers and grinders, coffee grinders, etc.; and such related equipment as florists' supplies, theater supplies and equipment, and parking meters. Establishments primarily engaged in selling to users are included, as well as those selling to dealers.

Industrial machinery, equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling machinery, equipment, and supplies to manufacturing and mining concerns. Included here are establishments selling industrial machinery; industrial belting, hose, and packing; machine tools, mine and mill supplies; oil well and oil refining supplies; printing machinery and supplies; industrial rope, cordage, and twine; industrial materials, handling equipment; power transmission equipment; and machinery and equipment for such industries as food products, woodworking, shoe manufacturing, tanning, textile, and paper and pulp.

Professional equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling dental supplies (chairs, sterilizers, cabinets, instruments, denture gold and alloys, waxes, teeth, and the like); religious supplies (church goods and religious articles such as statuary, vestments, fonts, candles, religious pictures, calendars, literature, etc.); school equipment and supplies (desks, blackboards, chalk, rulers, wall and globe maps, etc.); optical goods; surgical, medical, hospital supplies and equipment; artists supplies; engineering instruments and supplies; and supplies for other professions.

Surgical, medical, hospital supply houses.--Merchant wholesale establishments primarily engaged in selling surgical and medical instruments; doctors apparatus and equipment; orthopedic appliances; artificial limbs; operating room and other hospital equipment; X-ray machines and accessories and other scientific instruments used by physicians and in hospitals.

Service establishments, supply houses.--Merchant wholesale establishments primarily engaged in selling barber andauty supplies; laundry, dry cleaning equipment, supplies ashing, drying, ironing, and pressing machines; laundry aps and chemicals; dry cleaning fluids, marking equipment, c.); shoe service supplies and equipment, undertakers supplies (caskets, burial vaults, burial garments, embalming emicals and preparations, and other morticians and funeral uipment); upholsterers supplies (fabrics, leather and llings, and other types of supplies used in the upholstery ade); and miscellaneous service equipment, such as janors' supplies, furriers' supplies, bootblack's supplies, d hat cleaners' supplies.

Other machinery, equipment supplies distributors (not own separately in accompanying table).--Merchant wholesale establishments primarily engaged in selling (a) transportation uipment such as aircraft and aeronautical equipment, suples; railroad equipment, supplies; marine equipment, suples; and other transportation equipment and supplies;) construction machinery, equipment such as road building chinery, excavating and dredging machinery, derricks, anes, hoists, and winches; and related construction equipnt as pneumatic hammers, concrete construction clamps and rms, scaffolding, chutes, and wheelbarrows--but not con- ruction materials, and (c) farm-garden machinery, equipment ncluding tractors) used in the preparation and maintenance the soil, the planting and harvesting of crops, and other erations and processes pertaining to agriculture; dairy chinery and equipment, such as milking machines and cream parators; poultry equipment, such as incubators, brooders, l feeders and irrigation equipment.

Metals, metalwork (except scrap) distributors

Iron, steel, and products distributors.--Merchant wholele establishments usually referred to as steel warehouses primarily engaged in selling iron and steel products such semifinished forms and shapes, plates, sheets, strips, rs, structural shapes, piling, nails, tubular products, re products, forgings and castings. Steel warehouses of rms operating steelworks and rolling mills are also luded here.

Nonferrous metals distributors.--Merchant wholesale estabshments primarily engaged in selling nonferrous metals and talwork such as aluminum, copper, tin, brass, lead and ic.

Scrap, waste materials dealers

Iron, steel scrap dealers.--Merchant wholesale establish- its primarily engaged in assembling, breaking up, sorting, l selling all forms of iron and steel scrap.

Waste materials dealers.--Merchant wholesale establish- its primarily engaged in assembling, sorting, and selling h waste materials as nonferrous scrap metals, waste paper, s, wiping cloths, textile wastes, scrap rubber, and other te and salvage materials. Scrap iron and steel may be dled as secondary lines.

Jewelry wholesalers

Jewelry wholesalers.--Merchant wholesale establishments marily engaged in selling a general- or specialty-line jewelry such as clocks and watches; precious stones and als; watch materials, jewelers supplies; costume jewelry; miscellaneous items such as silverware, plated ware, als, trophies, semiprecious stones, and insignia.

NONDURABLE GOODS

Grocery, confectionery, meat wholesalers

General-line grocery wholesalers.--Merchant wholesale ablishments handling a general line of dry groceries and

processed foods usually sold in retail grocery stores, such as canned foods, flour, sugar, coffee, tea and spices, as well as such nonfood items as household chemicals, soaps and detergents, paper products, brooms, brushes, etc. Voluntary group wholesalers, retailer-cooperative warehouses, and cash-and-carry depots are included, as well as nonaffiliated general-line grocery wholesalers.

Specialty-line grocery wholesalers.--This classification includes two general types of merchant wholesale establish- ments: Those handling a combination of grocery items, no one item predominating, but nota sufficiently broad line of commodities to be classified as "general line"; and those primarily engaged in selling specialized lines of groceries and related products, such as canned foods; coffee, tea, and spices; dairy products; dried fruits and nuts; frosted and frozen foods; fish and seafood; bakery products; packaged breakfast cereals; flour; cooking oils and shortening; and soft drinks.

Confectionery wholesalers.--Merchant wholesale establish- ments primarily engaged in selling candy, chewing gum, pop- corn, potato chips, salted nuts, fountain fruits and syrups, and related items. Cigars, cigarettes, and other products are also frequently handled as secondary lines.

Meat, meat products wholesalers.--Merchant wholesale estab- lishments primarily engaged in selling fresh, frozen, cured or processed (but not canned) meats, lard, and other edible meat products. Secondary lines such as butter, cheese, eggs, dressed poultry, vegetable shortening, and canned meats are frequently handled.

Farm products (edible) distributors

Poultry, poultry products distributors.--Merchant whole- sale establishments primarily engaged in selling live or dressed poultry, eggs, and related products. Establishments primarily engaged in dressing poultry are considered manu- factures.

Fresh fruit, vegetable wholesalers.--Merchant wholesale establishments primarily engaged in selling fresh fruits, vegetables, berries, melons, and related items.

Beer, wine, distilled spirits wholesalers

Beer, ale distributors.--Merchant wholesale establishments primarily engaged in selling beer, ale, porter, stout and other fermented malt liquors, soft drinks, confectionery, tobacco, wines, and spirits are frequently handled as sec- ondary lines.

Wine, distilled spirits wholesalers.--Merchant wholesale establishments primarily engaged in selling wines, whiskey, gin, rum, brandy, and other spirits, including neutral spirits and ethyl alcohol used in blending. Merchants who bottle and sell wines and distilled spirits manufactured in bulk by others, liquor departments of drug wholesalers, and State- operated wholesale outlets are included. State depots pri- marily engaged in supplying State liquor stores, however, are not included in wholesale trade.

Drugs, chemicals, allied products wholesalers

Drug wholesalers (general and specialty lines)

General-line drug wholesalers (not shown separately).-- Merchant wholesale establishments engaged in selling a full line of drugs, pharmaceuticals, proprietary medicines, druggists rubber good, cosmetics, toiletries, drug sundries, and related merchandise. Cooperatives and voluntary group wholesalers handling a full line of drugs are also included in this classification. Liquor departments of drug whole- salers, however, are included with "Winos and distilled spirits wholesalers."

Specialty-line drug wholesalers (not shown separately).-- Merchant wholesale establishments primarily engaged in selling proprietary medicines, toilet preparations, and articles such as drugs, perfumes, cosmetics, powders, shaving preparations, toilet soap, dentifrices, combs, brushes, mirrors, medical glass, bandages, rubber goods, and antiseptics.

Industrial chemicals, explosives wholesalers.--Merchant wholesale establishments primarily engaged in selling such

industrial and heavy chemicals as coal-tar chemicals, plastics, compressed and liquefied gases (except LP gas), acids, ammonia, soda, industrial alcohols, explosives, dye-stuffs, naval stores, etc. Concerns primarily engaged in selling pyrotechnics and ammunition for small arms are included in "Amusement and sporting goods wholesalers."

Paint, varnish wholesalers.--Merchant wholesale establishments primarily engaged in selling paints, varnishes, lacquers, enamels, calcimines, shellac, and stains. Glass, wallpaper, painters supplies, oils, chemicals, and related products are frequently handled as secondary lines.

Tobacco distributors

Tobacco distributors.--Merchant wholesale establishments primarily engaged in selling manufactured tobacco products such as cigars, cigarettes, chewing and smoking tobacco, and snuff. Confectionery, smokers articles, razor blades, playing cards, etc., are frequently handled as secondary lines.

Dry goods, apparel wholesalers

Clothing, furnishings, footwear wholesalers.--Merchant wholesale establishments primarily engaged in selling men's, boys' clothing, and furnishings (including suits, coats, overcoats, work clothing, hats and caps, shirts, ties, and underwear); women's, children's clothing, furnishings, and accessories (including suits, dresses, and skirts); furs and fur clothing; millinery, millinery supplies; shoes and other footwear; work clothing; and related lines.

Dry goods wholesalers (general and specialty lines)

General-line dry goods wholesalers (not shown separately).--Merchant wholesale establishments engaged in selling a diversified combination of lines usually sold in retail dry goods and general merchandise stores, including piece goods, home furnishings, work clothing, dresses, infants' wear, notions, and hosiery. Men's and women's clothing, furnishings, and millinery frequently constitute secondary lines.

Specialty-line dry goods wholesalers (not shown separately).--Merchant wholesale establishments primarily engaged in selling hosiery, underwear, piece goods, knit and lace goods, fancy linen and needlework and notions (thread, tapes, needles, pins, buttons, hair accessories, zippers, and shoe laces).

Piece goods converters.--Merchant wholesale establishments which purchase textiles in the gray or unfinished form, have them dyed and/or finished by others, usually on a contract basis, and sell to the cutting-up trade, garment makers, wholesalers, or retailers. Converters operating bleaching, dyeing, and finishing plants are not considered as merchant wholesalers.

Paper, allied products wholesalers

Paper wholesalers.--Merchant wholesale establishments primarily engaged in selling wrapping paper and other coarse paper; fine paper (writing papers, reproduction paper stock,

cover, text, thin, and other fine papers); newsprint and book paper; paperboard; and converted paper products such as bags, boxes, cups, dishes, towels, napkins, tissues, and bottle caps.

Stationery, wallpaper wholesalers.--Merchant wholesale establishments primarily engaged in selling commercial and social stationery, including envelopes, typewriter and mimeograph paper in cut sizes, file cards and folders; and office supplies such as pens, pencils, writing inks, carbon paper, paper clips, typewriter ribbons, greeting cards, and erasers; and embossed and printed wallpaper for use in covering or decorating interior walls and ceilings.

Farm products (raw materials) merchants

Farm products (raw materials) merchants.--Merchant wholesale establishments primarily engaged in selling cotton, grain, hides, skins, raw furs, livestock, leaf tobacco, wool, mohair, horses and mules, and other inedible products such as broomcorn, moss, hair, feathers, bristles, and fibers. This classification includes merchants (including terminal elevators) primarily engaged in selling raw farm products in marketing centers. Dealers buying such products direct from farmers and assembling them at local production points are classified as "assemblers" and not included here.

Other nondurable goods wholesalers

Amusement, sporting goods distributors.--Merchant wholesale establishments primarily engaged in selling cameras and photographic goods (cameras, parts, and accessories, projection apparatus, enlargers, developing and printing room apparatus and accessories, sensitized unexposed photographic supplies and equipment); sporting goods (toys, games, novelties, fireworks, bicycles, sporting goods, and athletic goods); and other recreation goods such as playground equipment, billiard and bowling equipment and supplies; and hobby goods.

Book, magazine, newspaper wholesalers.--Merchant wholesale establishments primarily engaged in selling books, magazines, periodicals, newspapers, and related items.

Coal wholesalers.--Merchant wholesale establishments primarily engaged in selling bituminous coal, anthracite coal, and coke. This includes firms with coal yards as well as those selling goods shipped directly from mine to customer.

Farm supplies wholesalers.--Merchant wholesale establishments primarily engaged in selling mixed and other feeds, fertilizers, fertilizer materials, and agricultural chemicals, seeds (farm, garden, and flower); and miscellaneous farm supplies such as hay, straw, and alfalfa.

Merchant wholesalers, n.e.c.--(Not shown separately in the accompanying table.) Merchant wholesale establishments primarily engaged in selling petroleum products, cut flowers, and potted plants; forest products except lumber; inedible oils and fats; textiles and materials other than dry goods; industrial yarns; crude rubber; ores; sponges; artificial leather; wood pulp; artificial flowers; and products not elsewhere classified; and establishments handling a line of merchandise too broad to be included in any of the classifications outlined above.

Ref.

MONTHLY WHOLESALE TRADE REPORT

U. S. DEPARTMENT OF COMMERCE
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OCT 13 1958

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AUGUST 1958

Sinclair Weeks, Secretary
BUREAU OF THE CENSUS
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FOR RELEASE
OCTOBER 9, 1958

SALES AND INVENTORIES

Sales

August 1958 sales of merchant wholesalers were estimated at \$9.8 billion, an increase of 2 percent above July 1958. However, sales in August this year were 4 percent below August a year ago. Cumulative sales for the first 8 months of 1958 were 6 percent below sales in the comparable period of 1957.

Sales of durable goods trades, in total, amounting to \$4.1 billion in August 1958, were 4 percent above July but were 5 percent below a year ago. Sales in the nondurable goods trades, at \$5.7 billion, remained unchanged from the previous month but were 3 percent below last August.

Clothing, furnishings, footwear wholesalers, up seasonally 42 percent, reported the principal increase over July sales. Other significant gains were noted by piece goods converters (22%) and by wholesalers of jewelry (21%) and iron and steel scrap (17%). Fresh fruit, vegetable wholesalers registered the sharpest decline (20%) from sales a month earlier. For the eleventh consecutive month, iron, steel scrap dealers registered the most substantial decline (44%) from year ago sales. Other large declines were reported by coal wholesalers (31%) and waste materials dealers (20%). Professional equipment, supplies distributors showed the largest increase (11%).

Five of the nine geographic divisions showed sales declines of 1 to 3 percent below previous month sales. Gains of 2 to 4 percent were reported for the remaining four divisions. Compared with a year ago, all but three divisions reported declines, the East South Central Division showing the largest drop (14%).

Inventories

Inventories of wholesalers remained unchanged from the previous month but were off 4 percent compared

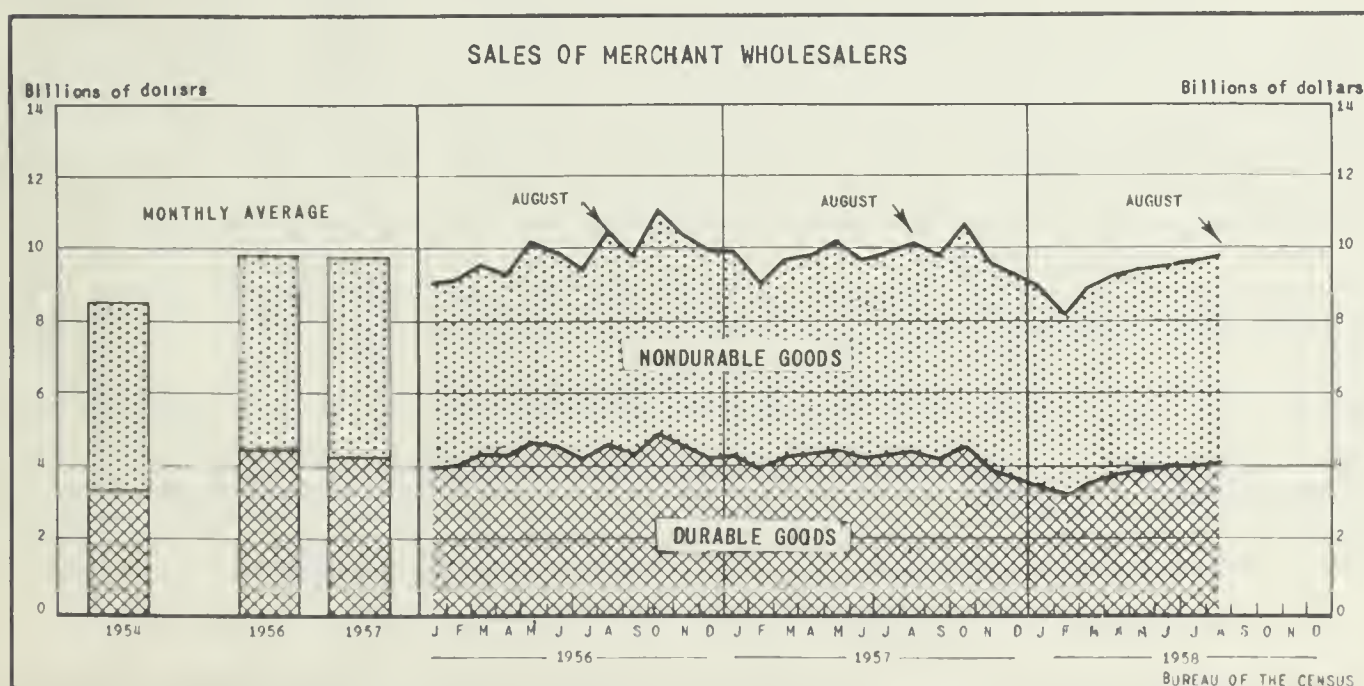
with stocks on hand last August. Durable goods stocks at the end of August were 1 percent below their level of a month earlier while nondurable goods stocks increased 1 percent. Compared with a year ago, both durable as well as nondurable goods stocks declined 4 percent.

The August 1958 stock-sales ratio for all merchant wholesalers reporting inventories in conjunction with their sales was 127 percent, down 1 point from July, but 3 points higher than the August 1957 ratio. The stock-sales ratio of durable goods wholesalers was 173 percent compared with 94 percent for nondurable goods trades.

In most geographic divisions inventories changed little from the previous month. The principal changes reported were a decline of 3 percent in the Pacific Division and a gain of 4 percent in the West North Central Division. Compared with year-ago inventories, there were more substantial changes, mostly downward. The largest decline (10%) was shown by New England and the West South Central Division.

General

This report includes monthly dollar volume estimates of sales of merchant wholesalers by kind of business from August 1957 through August 1958. These data are based on a probability sample representative of all merchant wholesalers in the country. A description of this sample and approximate measures of the reliability of the data are included on pages 8 and 9. Also included in this report are sales and inventory trends and stock-sales ratios by kind of business, for the United States as a whole and by geographic division.



For sale by the Bureau of the Census; single copy--10¢, annual subscription--\$1.00

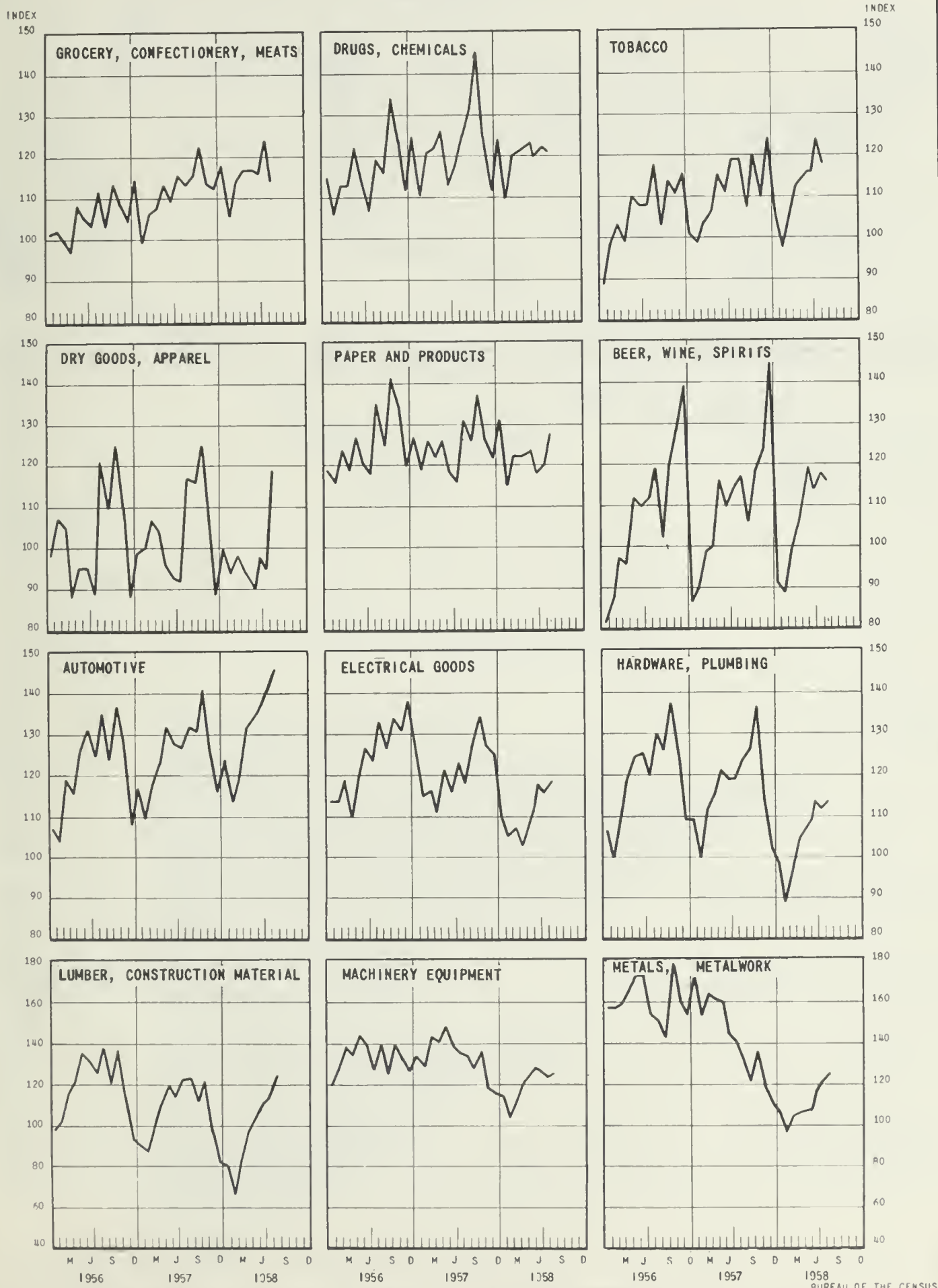
Table 1.--ESTIMATED MONTHLY SALES OF MERCHANT WHOLESALERS¹--UNITED STATES, BY KIND OF BUSINESS
1957 AND 1958

(Sales in millions of dollars)

Kind of business	1958								1957					Total 8 moe.	
	Jen.	Feb.	Mar.	Apr.	May	June	July	Aug.	Aug.	Sept.	Oct.	Nov.	Dec.	1958	1957
MERCHANT WHOLESALERS, TOTAL.....	8,972	8,179	8,863	9,213	9,435	9,480	9,663	9,825	10,197	9,814	10,713	9,590	9,325	73,630	78,511
DURABLE GOODS, TOTAL.....	3,493	3,181	3,501	3,727	3,868	3,972	3,958	4,134	4,329	4,222	4,511	3,907	3,656	29,834	34,154
Automotive wholesalers.....	410	378	394	438	449	453	468	484	439	434	467	418	386	3,474	3,267
Automotive equipment, tire-tube wholesalers.	350	324	337	368	371	376	387	379	377	373	406	359	329	2,892	2,723
Electrical, electronics, appliance distributors	580	554	578	554	586	621	612	626	624	673	709	667	660	4,711	4,986
Electrical apparatus, supplies distributors.	260	263	277	269	292	312	299	298	307	332	341	311	312	2,270	2,437
Electrical appliances, TV, radio sets, electronic parts, distributors.....	319	291	301	285	294	309	314	327	317	341	368	356	349	2,440	2,549
Furniture, home furnishings wholesalers.....	168	170	191	197	192	198	194	218	210	216	245	223	208	1,528	1,583
Furniture wholesalers.....	58	55	59	57	57	62	64	73	75	75	78	71	69	485	523
Home furnishings, floor coverings wholesalers.....	110	114	132	140	135	136	130	144	135	142	167	152	139	1,041	1,060
Hardware, plumbing-heating goods wholesalers..	362	327	356	386	400	416	412	417	452	463	499	415	372	3,076	3,354
Hardware wholesalers.....	165	151	170	184	186	183	181	183	197	201	215	177	164	1,403	1,534
Plumbing, heating equipment, supplies distributors.....	197	176	186	202	214	233	231	235	255	262	284	238	208	1,674	1,820
Lumber, construction materials distributors...	444	364	458	536	585	610	644	684	675	613	666	538	448	4,325	4,761
Lumber, millwork wholesalers.....	242	208	248	277	301	307	328	350	342	307	331	269	232	2,261	2,548
Construction materials distributors.....	202	156	210	258	284	303	317	334	333	305	335	269	216	2,064	2,213
Machinery, equipment, supplies distributors...	954	867	937	1,023	1,074	1,066	1,022	1,053	1,121	1,071	1,141	985	963	7,996	9,230
Industrial machinery, equipment supplies distributors.....	442	381	391	419	442	408	395	413	512	490	548	455	457	3,291	4,363
Professional equipment, supplies distributors.....	87	84	91	91	90	95	98	107	96	99	99	91	92	743	677
Service establishment supply houses.....	113	106	112	117	121	125	116	115	115	113	120	106	106	925	907
Metals, metalwork (except scrap) distributors.	295	272	291	300	304	327	338	354	368	339	378	331	305	2,481	3,433
Iron, steel and products distributors.....	200	184	197	209	208	226	238	256	252	230	257	217	184	1,718	2,343
Nonferrous metals distributors.....	94	88	94	91	97	100	99	98	116	108	121	114	122	761	1,092
Scrap, waste materials dealers.....	223	194	237	232	217	215	214	233	361	319	303	229	212	1,765	2,948
Iron, steel scrap dealers.....	119	108	133	128	111	114	111	130	232	212	192	132	122	954	1,923
Waste materials dealers.....	104	86	104	104	106	101	103	103	129	107	111	97	90	811	1,025
NONDURABLE GOODS, TOTAL.....	5,479	4,998	5,362	5,486	5,567	5,508	5,705	5,691	5,868	5,591	6,202	5,683	5,669	43,796	44,355
Grocery, confectionery, meat wholesalers.....	1,705	1,512	1,646	1,684	1,688	1,675	1,786	1,645	1,630	1,623	1,755	1,622	1,615	13,341	12,634
General-line grocery wholesalers.....	729	672	688	715	727	706	753	713	692	701	758	679	650	5,703	5,433
Specialty-line grocery wholesalers.....	606	528	612	596	595	620	637	561	593	589	634	607	616	4,755	4,626
Confectionery wholesalers.....	56	51	54	53	54	53	54	53	51	55	61	58	57	428	406
Meat, meat products wholesalers.....	315	262	292	319	312	297	341	319	294	278	302	278	292	2,457	2,169
Farm products (edible) distributors.....	377	353	403	450	446	416	432	380	413	375	419	402	415	3,257	3,146
Poultry, poultry products distributors.....	142	120	136	156	143	134	146	153	142	138	163	166	165	1,130	974
Fresh fruit, vegetable wholesalers.....	235	233	267	294	303	282	285	227	271	237	256	236	251	2,126	2,172
Beer, wine, distilled spirits wholesalers.....	429	426	470	501	564	539	560	552	556	501	561	583	683	4,041	3,943
Beer, ale distributors.....	161	151	172	198	226	227	253	245	254	205	198	185	209	1,633	1,665
Wine, distilled spirits wholesalers.....	268	275	298	303	339	312	307	308	302	297	363	398	474	2,410	2,278
Drugs, chemicals, allied products wholesalers.	349	309	336	341	345	338	342	339	350	373	406	350	315	2,699	2,698
Drug wholesalers (general and specialty lines).....	228	202	219	214	215	211	218	215	222	241	271	234	209	1,722	1,687
Industrial chemicals, explosives wholesalers	100	88	95	100	102	98	94	96	99	103	107	92	85	773	797
Paint, varnish wholesalers.....	21	19	22	26	28	29	30	29	29	28	28	24	20	204	214
Tobacco distributors.....	284	262	282	302	311	310	332	315	319	288	320	295	332	2,398	2,344
Dry goods, apparel wholesalers.....	475	445	463	446	429	465	451	564	567	549	593	506	424	3,738	3,836
Clothing, furnishings, footwear wholesalers.	161	157	180	163	150	143	160	227	236	212	221	208	149	1,341	1,350
Dry goods wholesalers (general and specialty lines).....	192	174	168	167	164	190	182	207	220	223	240	190	172	1,442	1,545
Paper, allied products wholesalers.....	324	285	300	301	303	291	295	315	323	310	339	312	301	2,414	2,432
Paper wholesalers.....	237	251	264	263	266	255	259	276	279	267	290	265	258	2,121	2,093
Amusement, sporting goods wholesalers.....	85	86	90	99	100	99	100	103	119	125	129	126	124	762	787
Coal wholesalers.....	103	98	86	71	81	80	67	75	108	103	108	99	100	661	870
Farm supplies wholesalers.....	123	124	146	160	138	116	109	116	111	112	106	96	96	1,032	1,031

¹ Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding.

SALES OF MERCHANT WHOLESALERS—KINDS OF BUSINESS
1956, 1957 AND 1958
1954 MONTHLY AVERAGE = 100



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS

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Table 2.—TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS

AUGUST 1958

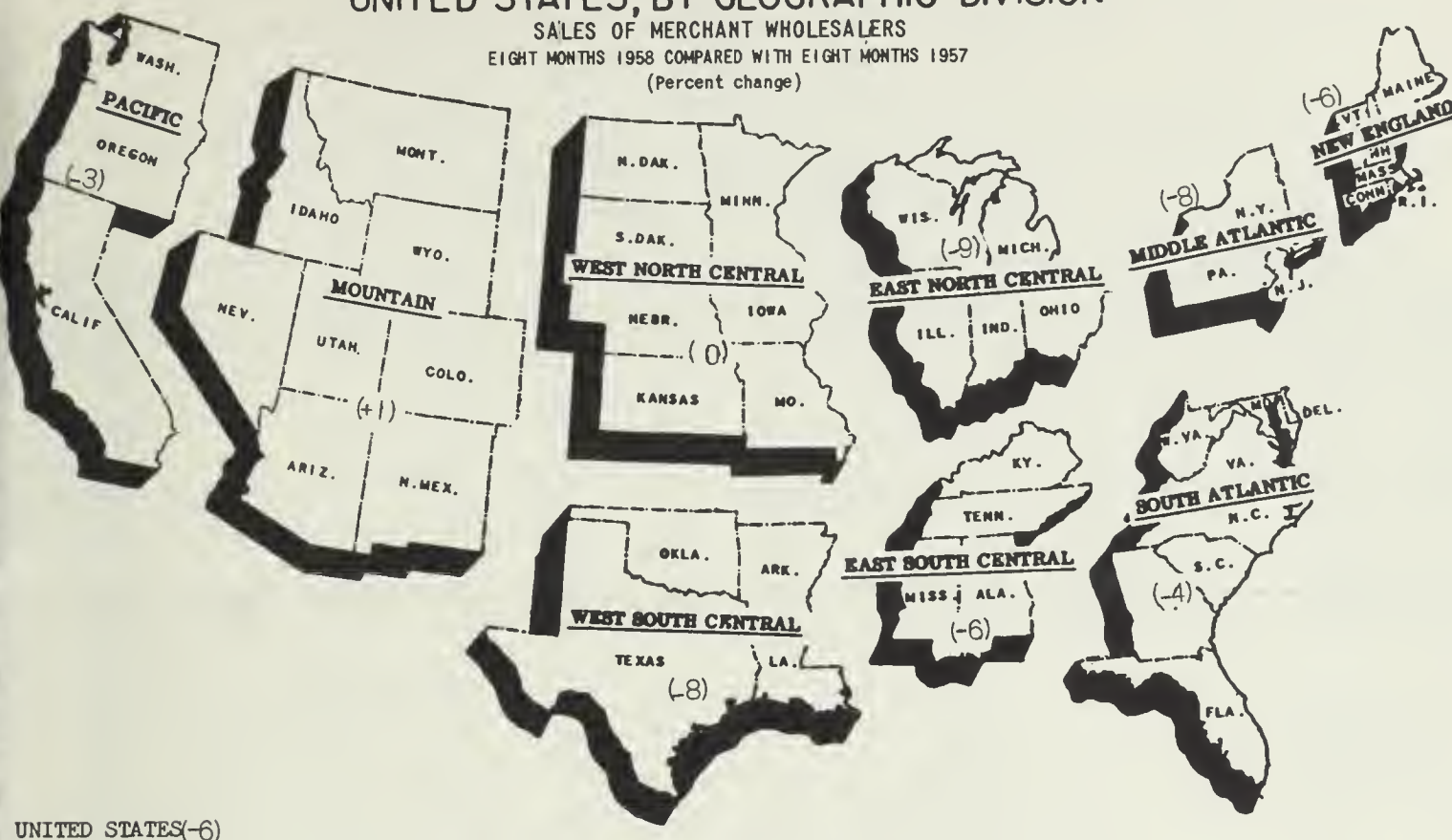
Kind of business	Sales*			Inventory, end-of-month (at cost)		Stock-sales ratios		
	Percent change			Percent change, August 1958 from--		(percent)		
	August 1958 from--		8 mos. 1958 from 8 moe. 1957	August 1958 from--		August 1958	August 1957	July 1958
	August 1957	July 1958		August 1957	July 1958			
MERCHANT WHOLESALERS, TOTAL.....	-4	+2	-6	-4	0	127	124	12
DURABLE GOODS, TOTAL.....	-5	+4	-13	-4	-1	173	164	18
Automotive wholesalers ¹	+10	+3	+6	+2	-1	187	176	19
Automotive equipment, tire-tube wholesalers.....	+1	-2	+6	+1	0	205	191	20
Electrical, electronics, appliance distributors.....	0	+2	-6	-13	-2	151	168	15
Electrical apparatus, supplies distributors.....	-3	0	-7	-9	-2	149	155	15
Electrical appl., TV, radio sets, electronic parts, distributors.....	+3	+4	-4	-16	-2	153	182	15
Furniture, home furnishings wholesalers.....	+4	+12	-3	-3	0	173	166	19
Furniture wholesalers.....	-3	+14	-7	-2	-1	181	153	22
Home furnishings, floor coverings wholesalers.....	+7	+11	-2	-4	+1	169	174	18
Hardware, plumbing-heating goods wholesalers.....	-8	+1	-8	-4	0	215	214	22
Hardware wholesalers.....	-7	+1	-9	-6	0	236	233	23
Plumbing, heating equipment, supplies distributors.....	-8	+2	-8	-2	0	194	194	20
Lumber, construction materials distributors.....	+1	+6	-9	0	-1	103	100	11
Lumber, millwork wholesalers.....	+2	+7	-11	-5	-3	120	118	13
Construction materials distributors.....	0	+5	-7	+6	0	90	85	9
Machinery, equipment, supplies distributors.....	-6	+3	-13	-1	0	198	178	20
Air conditioning, commercial refrigeration equipment, distributors*.....	+1	-9	-2	-4	-5	143	144	15
Commercial machines, equipment distributors*.....	-5	0	-7	-4	0	163	164	16
Industrial machinery, equipment, supplies distributors.....	-19	+5	-25	-4	0	198	166	20
Professional equipment, supplies distributors.....	+11	+9	+10	+4	0	162	153	17
Surgical, medical, hospital supply houses*.....	0	-3	+5	+8	0	142	123	13
Service establishment supply houses.....	0	-1	+2	0	-2	141	142	14
Metals, metalwork (except scrap) distributors.....	-4	+5	-28	-6	-1	243	239	26
Iron, steel and products distributors.....	+2	+7	-27	-6	-1	276	277	29
Nonferrous metals distributors.....	-16	-1	-30	-6	-3	98	87	11
Scrap, waste materials dealers.....	-35	+9	-40	+4	+2	90	55	10
Iron, steel scrap dealers.....	-44	+17	-50	+11	+1	95	47	11
Waste materials dealers.....	-20	0	-21	-6	+2	83	71	9
Jewelry wholesalers*.....	-6	+21	-10	-9	0	190	172	20
NONDURABLE GOODS, TOTAL.....	-3	0	-1	-4	+1	94	94	9
Grocery, confectionary, meat wholesalers.....	+1	-8	+6	+1	-1	70	71	6
General-line grocery wholesalers.....	+3	-5	+5	+1	-1	93	94	8
Voluntary groups*.....	+6	-6	+7	+7	+2	82	82	7
Retailer-cooperative*.....	+4	-5	+6	+8	+1	83	79	7
Nonaffiliated*.....	-2	-6	+6	-5	-2	106	110	10
Specialty-line grocery wholesalers.....	-5	-12	+3	-1	-3	71	74	6
Confectionary wholesalers.....	+4	-2	+5	+10	+2	62	58	5
Meat, meat products wholesalers.....	+9	-6	+13	+10	-1	16	16	1
Farm products (edible) distributors.....	-8	-12	+4	-1	-5	22	19	1
Poultry, poultry products distributors.....	+8	+5	+16	-10	-1	17	18	1
Fresh fruit, vegetable wholesalers.....	-16	-20	-2	+4	-7	25	20	2
Beer, wine, distilled spirits wholesalers.....	-1	-1	+2	+12	0	110	99	10
Beer, ale distributors.....	-4	-3	-2	+19	-5	53	45	5
Wine, distilled spirits wholesalers.....	+2	0	+6	+11	+1	166	151	16
Drugs, chemicals, allied products wholesalers.....	-3	-1	0	+2	+1	154	146	15
Drug wholesalers (general and specialty lines).....	-3	-1	+2	+2	+2	172	162	16
Industrial chemicals, explosives wholesalers.....	-3	+2	-3	0	-1	110	105	11
Paint, varnish wholesalers.....	0	-3	-5	-1	-1	182	176	16
Tobacco distributors.....	-1	-5	+2	+3	+1	57	57	5
Dry goods, apparel wholesalers.....	-1	+25	-3	-5	0	161	162	19
Clothing, furnishings, footwear wholesalers.....	-4	+42	-1	-6	0	138	141	18
Dry goods wholesalers (general and specialty lines).....	-6	+14	-7	-2	0	173	170	19
Piece goods converters*.....	-1	+22	-7	-9	-4	192	202	21
Paper, allied products wholesalers.....	-2	+7	-1	-5	-2	117	117	12
Paper wholesalers.....	-1	+7	+1	-5	-2	115	116	12
Stationery, wallpaper wholesalers*.....	-10	+11	-6	-8	-3	128	128	14
Farm products (raw materials) merchants*.....	-8	0	-10	-28	+7	111	122	10
Other nondurable goods wholesalers*.....	-5	+6	-7	+6	+2	103	97	10
Amusement, sporting goods distributors.....	-13	+3	-3	+4	-1	157	145	15
Book, magazine, newspaper wholesalers*.....	-4	0	+7	+5	+3	103	95	9
Coal wholesalers.....	-31	+12	-24	-28	+14	93	117	9
Farm supplies wholesalers.....	+5	+6	0	+12	+11	158	141	14

¹ Publication of separate data for motor vehicle distributors is being discontinued due to the extreme variability of the reported data.

* See text, page 8.

UNITED STATES, BY GEOGRAPHIC DIVISION

SALES OF MERCHANT WHOLESALERS
EIGHT MONTHS 1958 COMPARED WITH EIGHT MONTHS 1957
(Percent change)



STOCKS—SALES RATIOS OF MERCHANT WHOLESALERS IN SELECTED KINDS OF BUSINESS AUGUST 1958 COMPARED WITH AUGUST 1957 (Percent)

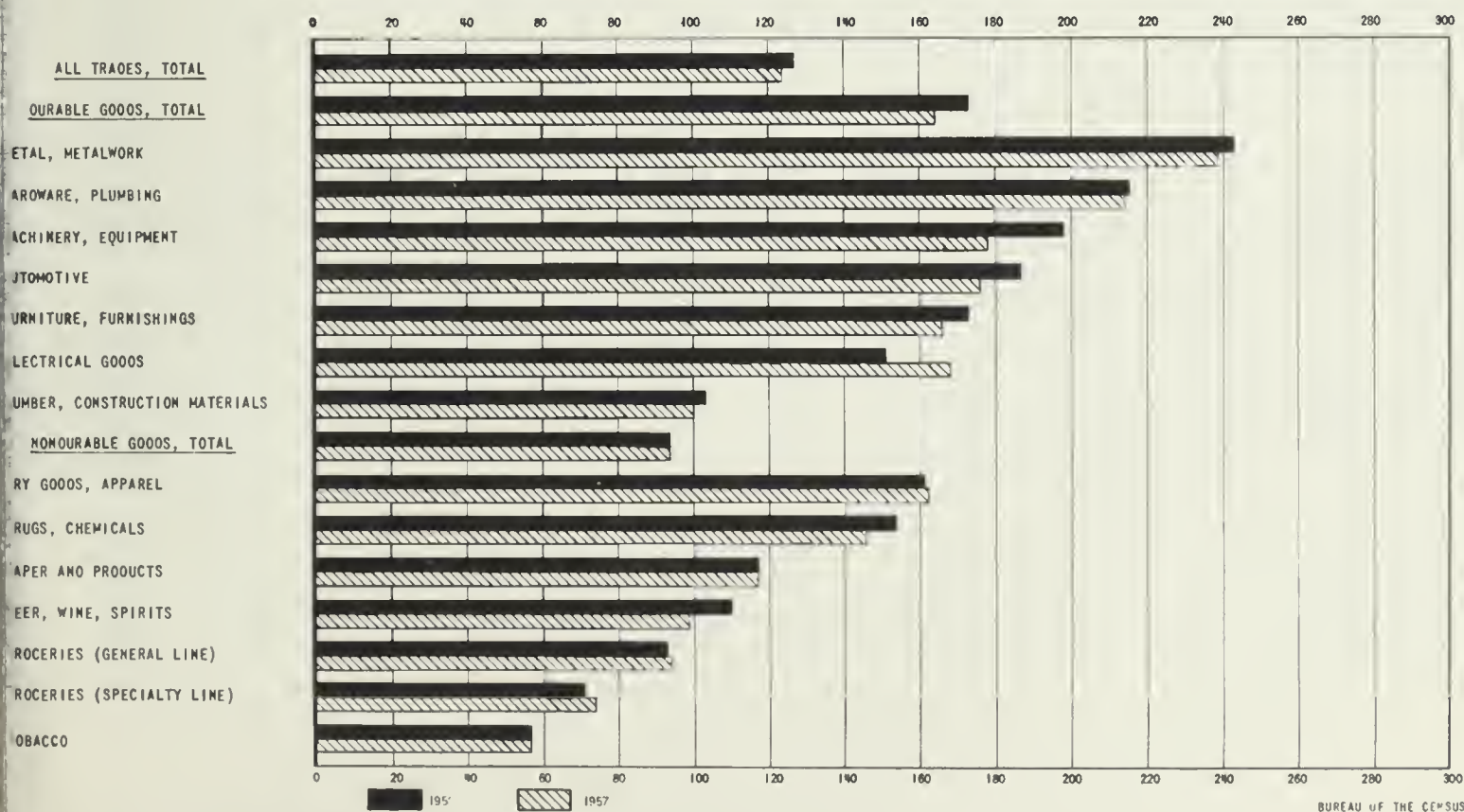


Table 3.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS

AUGUST 1958

Kind of business and geographic division (see map page 5)	Sales*			Inventory, end-of-month		Stock-sales ratios		
	Percent change			(at cost)		(percent)		
	August 1958 from--		8 mos. 1958 from 8 mos. 1957	Percent change, August 1958 from--		August 1958	August 1957	July 1958
	August 1957	July 1958		August 1957	July 1958			
MERCHANT WHOLESALERS, TOTAL.....	-4	+2	-6	-4	0	127	124	128
New England.....	-7	-3	-6	-10	-1	121	125	116
Middle Atlantic.....	-5	+2	-8	-3	+1	113	110	114
East North Central.....	-6	+4	-9	-3	0	130	125	134
West North Central.....	+1	+2	0	-6	+4	121	130	118
South Atlantic.....	-2	-2	-4	+1	0	140	134	140
East South Central.....	-14	+4	-6	-6	-1	154	137	166
West South Central.....	-8	-3	-8	-10	-2	146	134	146
Mountain.....	0	-2	+1	+2	0	120	118	115
Pacific.....	+2	-1	-3	-1	-3	124	127	128
Automotive equipment, tire-tube wholesalers.....	+1	-2	+6	+1	0	205	191	208
New England.....	-7	0	-2	+24	+1	146	103	145
Middle Atlantic.....	+7	-12	+4	(X)	-1	163	196	148
East North Central.....	(X)	+10	(X)	-8	+2	203	173	224
West North Central.....	-2	+7	+5	-1	-3	210	228	226
South Atlantic.....	0	-2	+1	+3	0	246	214	241
East South Central.....	0	+2	+2	+3	+2	226	215	235
West South Central.....	-11	-3	0	-2	-5	243	221	246
Mountain.....	+3	-5	+6	+18	+1	214	191	202
Pacific.....	-3	-1	+1	+2	0	198	198	188
Electrical apparatus, supplies distributors.....	-3	0	-7	-9	-2	149	155	152
New England.....	-6	-11	-15	-12	-2	117	126	110
Middle Atlantic.....	-7	0	-9	-8	-1	145	137	137
East North Central.....	-14	-1	-14	-12	0	171	169	169
West North Central.....	-7	0	-11	-11	-3	163	169	164
South Atlantic.....	-3	+6	-13	-8	-2	148	156	156
East South Central.....	-14	-1	-13	-14	-6	145	150	153
West South Central.....	-3	0	-6	-17	-2	171	173	164
Mountain.....	+4	+2	+3	-5	-4	150	163	159
Pacific.....	+4	+6	-4	-4	-4	121	142	136
Elect. appliances, TV, radio sets, electronic parts distributors..	+3	+4	-4	-16	-2	153	182	158
New England.....	+7	+13	-6	(X)	+3	155	187	161
Middle Atlantic.....	0	+1	-11	-30	-6	117	161	132
East North Central.....	-8	+6	-12	-16	-4	163	180	182
West North Central.....	+2	+2	-5	-17	-1	186	225	182
South Atlantic.....	+8	-1	-8	-19	-2	147	196	142
East South Central.....	0	-3	-7	(X)	-1	195	212	194
West South Central.....	(X)	-4	(X)	-5	0	185	207	175
Pacific.....	-1	-7	-4	-11	-5	151	169	149
Furniture, home furnishings wholesalers.....	+4	+12	-3	-3	0	173	166	199
New England.....	-10	+3	-3	+2	0	241	206	261
Middle Atlantic.....	-3	+18	-7	-11	0	158	177	184
East North Central.....	-14	+10	-11	+1	+1	193	161	226
West North Central.....	-8	+10	-4	-3	+8	199	221	235
South Atlantic.....	-3	+15	0	(X)	-1	103	107	122
East South Central.....	-9	+8	-5	-7	+1	222	152	229
West South Central.....	-3	+9	-6	+1	+3	160	147	160
Pacific.....	-3	+9	-6	+1	+3	160	147	160
Hardware wholesalers.....	-7	+1	-9	-6	0	236	233	238
New England.....	0	+5	-7	(X)	+2	252	256	236
Middle Atlantic.....	-12	0	-10	-7	+2	214	210	212
East North Central.....	-10	+2	-10	-5	0	228	220	237
West North Central.....	0	+5	+2	-8	+1	219	239	229
South Atlantic.....	-9	+8	-8	0	+1	247	237	275
East South Central.....	-8	+3	-8	-8	-2	222	223	233
West South Central.....	-13	-1	-9	+2	-1	300	253	293
Mountain.....	-2	+3	-7	-6	-2	297	312	311
Pacific.....	-9	-8	-6	-12	-3	236	242	225
Plumbing, heating equipment, supplies distributors.....	-8	+2	-8	-2	0	194	194	204
New England.....	+10	0	-3	-1	-1	168	198	180
Middle Atlantic.....	+1	+1	-8	-7	0	197	200	208
East North Central.....	-8	+8	-12	+5	+1	230	212	252
West North Central.....	+13	0	+5	-3	-3	192	213	205
South Atlantic.....	-1	-4	-5	-2	+1	192	188	191
East South Central.....	-4	-2	-5	-2	+3	193	213	194
West South Central.....	+5	+4	-3	+1	-4	159	186	178
Pacific.....	+5	+4	-3	+1	-4	159	186	178
Lumber, construction materials distributors.....	+1	+6	-9	0	-1	103	100	115
New England.....	-5	-1	-6	-4	-2	93	102	101
Middle Atlantic.....	-8	0	-9	-6	-6	68	63	77
East North Central.....	-6	+10	-10	-2	-4	114	105	128
West North Central.....	+1	+11	-5	+18	+1	124	119	130
South Atlantic.....	-5	+12	-5	+11	0	94	89	107
East South Central.....	(X)	+20	(X)	(X)	-1	90	80	106
West South Central.....	-4	+1	0	+6	+4	136	138	142
Pacific.....	+17	+3	-5	-4	-1	123	135	132

See footnotes at end of table.

Table 3.—TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS--Continued

AUGUST 1958

Kind of business and geographic division (see map page 5)	Sales*			Inventory, end-of-month		Stock-sales ratios		
	Percent change			(st cost)		(percent)		
	August 1958 from--		8 mos. 1958 from 8 mos. 1957	Percent change, August 1958 from--		August 1958	August 1957	July 1958
	August 1957	July 1958		August 1957	July 1958			
Industrial machinery, equipment supplies distributors.....	-19	+5	-25	-4	0	198	166	205
Middle Atlantic.....	-11	-3	-15	-2	+4	192	185	182
East North Central.....	-13	+4	-25	-11	-1	183	172	191
West North Central.....	-13	+4	-4	-4	+1	148	132	142
East South Central.....	(X)	-1	(X)	+10	-4	198	188	198
West South Central.....	-37	+5	-36	-6	-3	228	146	253
Mountain.....	-31	-1	-18	-1	-2	231	162	198
General-line grocery wholesalers.....	+3	-5	+5	+1	-1	93	94	89
New England.....	0	-3	+3	(X)	-1	64	86	69
Middle Atlantic.....	0	-7	+6	+3	0	130	125	117
East North Central.....	+7	-6	+9	+6	+1	84	84	79
West North Central.....	+2	-6	+7	-3	+1	83	86	78
South Atlantic.....	0	-6	+5	-5	-4	103	107	103
East South Central.....	-8	-2	+7	+2	+4	115	100	111
West South Central.....	0	-4	+8	-3	-2	92	97	90
Mountain.....	-8	-8	+4	-3	0	99	93	92
Pacific.....	+3	-8	+3	+6	-1	76	74	73
Specialty-line grocery wholesalers.....	-5	-12	+3	-1	-3	71	74	66
Middle Atlantic.....	0	-13	0	-12	-2	61	71	55
East North Central.....	+8	-6	+5	+7	-6	76	82	75
West North Central.....	-9	-5	-4	(X)	-1	139	128	119
South Atlantic.....	-18	-20	+3	(X)	+3	(X)	(X)	(X)
East South Central.....	(X)	+1	(X)	(X)	-6	64	62	70
Pacific.....	+15	-3	+4	(X)	-14	54	54	55
Fruit, vegetable wholesalers.....	-16	-20	-2	+4	-7	25	20	21
New England.....	-10	-19	+2	+66	+11	(X)	(X)	(X)
Middle Atlantic.....	-11	-24	-5	(X)	-14	10	8	8
East North Central.....	-21	-28	-6	+11	-11	27	20	22
West North Central.....	-6	-25	+17	+9	-5	41	34	35
South Atlantic.....	-16	-9	+2	-3	-19	28	23	30
East South Central.....	-18	-7	-3	+9	-2	22	18	23
Mountain.....	-5	-22	+14	(X)	+1	29	37	21
Pacific.....	-9	-18	+2	-7	-3	40	34	33
Drug wholesalers (general and specialty lines).....	-3	-1	+2	+2	+2	172	162	169
New England.....	-5	-1	0	+2	+1	210	163	201
Middle Atlantic.....	-13	-1	-3	+4	+2	141	122	134
East North Central.....	-6	+3	-1	0	+3	171	162	165
West North Central.....	-4	+6	+3	-2	+3	159	153	161
South Atlantic.....	+1	+4	+3	+5	+2	193	177	197
East South Central.....	+1	+1	+3	(X)	+3	(X)	(X)	(X)
West South Central.....	-2	+6	+4	+3	0	202	194	222
Mountain.....	+11	-4	+6	0	+1	223	246	222
Pacific.....	-2	0	+4	+4	0	154	161	141
Tobacco distributors.....	-1	-5	+2	+3	+1	57	57	52
New England.....	-2	-12	+2	-9	+4	66	84	55
Middle Atlantic.....	-1	-4	+5	+5	+2	58	59	53
East North Central.....	+1	-4	+4	+7	-1	48	45	47
West North Central.....	+10	-11	+7	+6	+1	54	56	48
South Atlantic.....	+2	-7	+3	+11	+1	69	68	63
East South Central.....	+9	-7	+9	+4	-2	47	49	44
West South Central.....	+4	-3	+5	+2	-5	32	33	32
Mountain.....	+7	-3	+2	(X)	(X)	(X)	(X)	(X)
Pacific.....	+12	-6	+10	(X)	(X)	(X)	(X)	(X)
Textile goods, apparel wholesalers.....	-1	+25	-3	-5	0	161	162	197
New England.....	-14	+27	-6	-12	+5	130	124	156
Middle Atlantic.....	-3	+23	-7	-5	+1	152	153	179
East North Central.....	-3	+26	-8	-5	+4	195	211	270
West North Central.....	-1	+11	+1	-9	-3	185	201	211
South Atlantic.....	+7	+44	-1	-15	-3	154	190	243
East South Central.....	-15	+23	-9	(X)	(X)	(X)	(X)	(X)
West South Central.....	+3	+27	-1	(X)	-10	(X)	(X)	(X)
Pacific.....	-5	+5	-6	(X)	-3	195	181	225

* See text, page 8.

(X) Withheld due to extreme variability of reported data.

DESCRIPTION OF SAMPLE, ESTIMATING PROCEDURE, AND RELIABILITY OF THE DATA

1. Scope of Survey

This survey is limited to merchant wholesalers, which constitute the major portion of the broad field of wholesale trade, and excludes other types of wholesale trade such as manufacturers sales branches and sales offices; petroleum bulk stations; agents and brokers and assemblers of farm products. All kinds of business in which merchant wholesalers operate are represented in this survey.

Merchant wholesalers are defined in the Standard Industrial Classification Manual issued by the Bureau of the Budget, Executive Office of the President, as "Establishments usually known as wholesalers, merchant wholesalers or jobbers, primarily engaged in buying, taking title to, and where customary, physically storing and handling goods and selling the goods at wholesale principally to retailers and industrial and commercial users. This group also includes industrial and distributors, exporters, and importers, cash-and-carry wholesalers; drop shippers, wagon distributors, etc. The establishments included in this group may perform operations on the goods incidental to the wholesale trading and delivery, such as installing equipment, and fixtures; and collecting and baling waste materials." Firms which, in addition to merchant wholesale establishments, operate other types of establishments, e.g., retail, manufacturing, etc., report in this survey only for their merchant wholesale establishments. A description of each kind-of-business classification shown in this report is included on pages 10 through 12.

2. Sample Design

Firms reporting in the survey are part of a probability sample representing merchant wholesalers in all kinds of business. The sample, which includes over 17,000 firms (about 26,000 establishments) is drawn from two sources: (1) 1954 Census of Business lists representing all wholesalers (with paid employees) in business in 1954 and (2) Bureau of Old Age and Survivors Insurance (BOASI) lists of wholesalers (with paid employees) entering business (or requesting new Employer Identification Numbers) since 1954. The sample is supplemented twice a year for new firms on the BOASI lists.

The reporting panel includes a fixed panel of about 1,400 very large firms reporting monthly and four rotating panels each containing about 3,900 smaller firms which report every fourth month. In any given month, the total reporting panel includes about 5,300 firms.

The number of firms selected in the sample for each kind of business varies from 150 to 650 firms, depending upon (a) the total number of firms in the trade, (b) and distribution of firms within the trade by sales size, and (c) whether geographic division trends are to be shown for the trade. In those kinds of business for which percentage changes are shown by geographic division, the sample chosen for the national estimates was increased by about 50 percent to provide wider representation by geographic division. In some of these trades, however, data are not shown separately for some geographic divisions because even this increase in the sample size will not provide reliable results in all geographic divisions.

3. Published Data

Sales.--This report includes monthly dollar volume estimates of sales by kind of business for the United States as a whole (Table 1) and sales trends (percent changes) derived from these estimates (Table 2). Sales trends are shown in Table 2 for some detailed kind of businesses for which estimates are not shown separately in Table 1. For these kinds of business (identified by * in Table 2) the trends are based only on the weighted sales of identical firms (i.e., firms reporting data for each of the months for which comparisons are made). Sales trends by geographic division are also shown for selected kinds of business (Table 3). In Table 3, the trends for geographic division are based on

weighted sales of identical firms; however, sales trends at the United States level are derived from the dollar volume estimates shown in Table 1.

Sales include sales of merchandise and receipts from repairs or other services to customers, after deducting returns and allowances, and discounts. Sales of merchandise for others on a commission basis are also included. Local and State sales taxes, and Federal excise taxes are included.

Inventories.--This report presents inventory trends by kind of business for the United States as a whole (Table 2) and by geographic division (Table 3). These inventory trends are based on the weighted inventories of identical firms (i.e., firm reporting data for each of the months compared).

Inventories represent stocks, at cost, of merchandise on hand for sale at the end of the month.

Stock-sales ratios.--These are presented by kind of business for the United States as a whole (Table 2) and by geographic division (Table 3). The stock-sales ratios are percentages derived by dividing weighted stocks, at cost, by weighted sales for only those firms reporting inventories in conjunction with sales in all three periods compared. Excluded from these ratios were all firms which report "zero" inventories (e.g., drop shippers). No adjustment is made in these calculations for the markup of sales, which varies from trade to trade. Stock-sales ratios for previous months shown in the current report may differ from those published in previous reports since the reporting panel varies.

4. Estimating Procedure

Each firm selected in the sample has an assigned weight which reflects its probability of selection in the sample. Large firms are selected with certainty, thus having a weight of one (1). Other firms are sampled at varying rates, depending upon size, with smaller firms having a lower probability of selection and thus a larger weight.

For most firms reporting, data are available for each of three months (current, previous, and year ago). New firms reporting provide data for at least two months (current and previous). Sales and inventory figures reported for each firm are multiplied by its weight (the reciprocal of its probability of selection) and the results summarized to obtain the dollar volume estimates, percentage changes and stock-sales ratios shown in this report.

Volume estimates.--The summation of the weighted reports of sales for each monthly panel provides unbiased dollar volume estimates, by kind of business, for two months--the current month and the preceding month. However, the published estimate is a "composite" of two estimates (a) the unbiased estimate for the current month obtained from the summation of the current month reports and (b) a ratio estimate obtained by multiplying the "composite" estimate for the previous month by the ratio of the current month unbiased to previous month unbiased estimates obtained from the summation of the current reports. The unbiased estimate (a) receives a weight of .3 while the ratio estimate (b) receives a weight of .7. The resulting weighted average provides a "composite" estimate of the dollar volume of sales considerably more reliable than either of the two estimates taken alone.

Percentage changes.--Two types of percentage change figures are presented in this report, viz., (1) percentage changes derived from dollar volume estimates (2) percent changes based on the weighted data from identical firms (i.e., those reporting data for each of the months for which comparisons are made). The percentage changes based on identicals, however, should not be regarded as an unbiased measure of percentage change. Since only those establishments reporting in both periods compared are included, the net change due to births and deaths is not reflected in the ratios shown.

DESCRIPTION OF SAMPLE, ESTIMATING PROCEDURE, AND RELIABILITY OF THE DATA--Continued

5. Reliability of the Data

Estimates based on a sample are subject to sampling variability and thus are not expected to be in exact agreement with a complete census taken with the same enumeration procedures. For all trades combined, the sampling variability of the "composite" sales estimates for any individual month, is less than one percent at the one sigma level. That is to say, the chances are about two out of three that the estimated sales shown would differ by less than one percent from the results of a complete enumeration. The variability of estimates for kind-of-business groups and individual kinds of business is generally higher than for total merchant wholesale trade but for most trades the sampling variability is less than 5 percent at the one sigma level. Table 4 presents these sampling variabilities of the estimates for February, March, April and May 1958. Since these estimates are also subject to sampling variability they should be regarded as giving a general rather than exact idea of the variability due to sampling.

The sampling variability of the ratios based on weighted identicals has not been evaluated. However, where these ratios are based on a small number of reports (viz., trends by geographic division) the sampling variability is usually quite high.

These measures do not include biases that may arise from other nonsampling errors, such as failure of respondent to submit correct figures or to submit a report in time for tabulation. In preparing the dollar volume estimates, an estimate is included for those firms that fail to respond. To the extent that the estimates for these firms may differ from the actual figures, nonresponse affects the reliability of the dollar volume estimate. As a result, dollar volume estimates are not published separately in a few trades where the nonresponse rate was considered too high to provide reliable level estimates. Approximately 10 percent of the total sales are imputed for nonresponse.

Table 4.--SAMPLING VARIABILITY--MONTHLY ESTIMATES OF SALES OF MERCHANT WHOLESALERS, BY KIND OF BUSINESS

Kind of business	Sampling error of monthly dollar value of sales					Sampling error of the ratio of sales		Kind of business	Sampling error of monthly dollar value of sales					Sampling error of the ratio of sales	
	1958					May 1958 from--			1958					May 1958 from--	
	Feb.	Mar.	Apr.	May	Apr. 1958	May 1957	Feb.		Mar.	Apr.	May	Apr. 1958	May 1957		
	Percent						Percent								
MERCHANT WHOLESALERS, TOTAL.....	1.2	1.1	1.1	0.9	0.6	0.8	NONDURABLE GOODS, TOTAL.....	1.7	1.4	1.3	1.2	0.8	1.0		
DURABLE GOODS, TOTAL.....	1.2	1.2	1.5	1.4	0.8	1.6	Grocery, confectionery, meat.....	2	2	2	2	1	2		
Automotive.....	4	4	4	4	3	4	General-line grocery.....	3	2	2	2	2	2		
Automotive equipment, tire-tube.....	4	4	4	3	3	3	Specialty-line grocery.....	4	7	7	6	2	6		
Electrical, electronics, appliances....	3	4	5	4	2	4	Confectionery.....	6	5	5	6	3	5		
Electrical apparatus, supplies.....	3	3	3	3	2	2	Meat, meat products.....	5	5	5	5	4	4		
Electrical appliances, TV, radio sets, electronic parts.....	4	6	7	7	3	6	Farm products (edible).....	4	3	3	3	2	2		
Furniture, home furnishings.....	4	3	3	3	2	3	Poultry, poultry products.....	6	5	6	5	3	6		
Furniture wholesalers.....	5	6	6	6	2	6	Fresh fruit, vegetables.....	5	4	5	5	3	3		
Home furnishings, floor coverings....	4	3	4	3	2	4	Beer, wine, distilled spirits.....	2	3	3	3	2	2		
Hardware, plumbing-heating goods.....	2	2	1	2	1	2	Beer, ale.....	4	5	5	4	3	2		
Hardware.....	3	2	2	2	1	3	Wine, distilled spirits.....	3	3	3	3	2	2		
Plumbing, heating equipment, supplies.....	3	3	3	4	2	4	Drugs, chemicals, allied products.....	2	3	3	2	2	2		
Lumber, construction materials.....	3	3	2	3	2	3	Drugs (general and specialty lines)..	3	4	3	3	2	2		
Lumber, millwork.....	4	6	5	5	4	6	Industrial chemicals, explosives....	6	6	6	5	4	5		
Construction materials.....	6	5	4	4	2	5	Paint, varnish.....	4	5	4	4	3	4		
Machinery, equipment, supplies.....	2	2	3	3	2	2	Tobacco.....	2	3	2	3	2	3		
Industrial machinery, equipment, supplies.....	5	5	6	6	4	4	Dry goods, apparel.....	4	3	4	3	2	3		
Professional equipment, supplies....	5	5	5	5	2	5	Clothing, furnishings, footwear.....	6	5	9	7	6	7		
Service establishment supply houses..	5	3	4	4	2	4	Dry goods (general and specialty lines).....	6	5	4	5	2	6		
Metals, metalwork (except scrap).....	3	3	2	3	2	4	Paper, allied products.....	3	3	3	2	1	2		
Iron, steel and products.....	5	4	3	4	3	5	Paper.....	3	3	3	2	2	2		
Nonferrous metals.....	4	3	3	5	1	6	Amusement, sporting goods.....	5	6	4	4	4	4		
Scrap, waste materials.....	4	4	5	4	2	5	Coal wholesalers.....	7	3	3	4	2	4		
Iron, steel scrap.....	8	6	7	4	3	6	Farm supplies wholesalers.....	5	5	6	8	4	5		
Waste materials.....	7	7	8	8	2	9									

Note: The above table provides approximate measures of the sampling variability of the dollar volume estimates of sales and of the ratios between sales for the two months specified. The ratio between sales for two consecutive months generally has smaller sampling error than either the ratios between sales for two months apart or estimates of the level of sales. These sampling errors are themselves subject to sampling variability and thus should be regarded as giving a general rather than exact idea of the variability due to sampling. Differences from month to month may be due to this error in the estimates of sampling error. Differences also result from seasonal or cyclical fluctuation in the sales of individual firms.

The sampling errors shown above can be converted to a range by the following computation: Multiply the sampling error by the estimate (whether it is a dollar volume estimate or a ratio). Add and subtract the resulting product from the published estimate. The resulting range is expected to include the "expected value" at least one time, the value which could be obtained from a complete enumeration about two out of three times. Doubling the sampling error and repeating the above process will give a range which will include the "expected value" about 19 out of 20 times.

To illustrate the computation of these ranges for monthly dollar volume estimates, consider the estimate made for all durable goods in May 1958. The published estimate is \$3,868 million while the sampling error shown for this month is 1.4 percent (or .014). Multiplying \$3,868 million by .014, we obtain \$54 million. Thus, the chances are two out of three that the "expected value" of the estimate is between \$3,814 and \$3,922 million. Doubling the given sampling error gives us the limits, \$3,760 to \$3,976 million, which will contain the "expected value" 19 out of 20 times.

As an example of the use of these sampling error data with ratios, consider the ratio of change from April 1958 to May 1958 for all durable goods. This ratio of change, obtained by dividing \$3,868 million by \$3,727 million, is 1.04 (it can also be expressed as a 4% increase). The sampling error of this statistic is 0.8 percent (.008). Multiplying 1.04 by .008, we obtain .008 as the standard error of the ratio. There is a probability of two out of three that the "expected ratio" is contained in the range 1.03 to 1.05 while there is a probability of 19 out of 20 that the "expected ratio" is contained in the range 1.02 to 1.06.

DESCRIPTION OF KINDS OF BUSINESS

All kinds of business in which merchant wholesalers operate are represented in this survey. The kinds of business shown in this report parallel broad classifications used in the 1954 Census of Business covering wholesale trade. Each establishment in this survey has been assigned a kind-of-business classification based upon its trade designation and an analysis of its sales by commodity lines as reported to the Bureau of the Census. A description of each kind-of-business classification in this report is given below.

DURABLE GOODS

Automotive wholesalers

Motor-vehicle distributors.--Merchant wholesale establishments primarily engaged in selling new and used passenger automobiles and similar motor vehicles, road-type trucks, truck tractors, busses, trailers, and semitrailers to dealers or to fleet operators, industrial accounts, and to commercial users. Dealers in road-type trucks, truck tractors, and truck trailers are included here on the basis of kind-of-goods sold. (Not shown separately in the accompanying table.)

Automotive equipment, tire-tube wholesalers.--Merchant wholesale establishments--frequently referred to as jobbers in this trade--primarily engaged in selling automotive equipment, accessories, parts, tires, tubes and garage equipment and tools.

Electrical, electronics, appliance distributors

Electrical apparatus, supplies wholesalers.--Merchant wholesale establishments selling a general line of electrical equipment and apparatus; wiring supplies and construction materials; lighting fixtures and lamps; radio and television sets and accessories; electric refrigerators and other electrical appliances and specialties; and electronic parts and equipment; and those primarily engaged in selling such electrical equipment and apparatus; wiring supplies and construction materials, and lighting fixtures and lamps, as conduits and fittings, interior wires and cables, wiring devices, safety switches, poles, crossarms, pole-line hardware, outside wires and cables, residential, commercial, and industrial lighting fixtures, and incandescent and fluorescent lamps. Establishments specializing in the sale of electrical prime movers and other electrical power equipment for the generation, transmission, or utilization of electric energy are also included.

Electrical appliances, TV, radio sets, electronic parts distributors.--Merchant wholesale establishments primarily engaged in selling such electrical appliances and specialties as radio and television sets, dish washers, electric refrigerators, electric ranges, washing machines, ironers, radio and television parts and accessories, home freezers, sewing machines, hot water heaters, electric irons, percolators, clocks, hotplates, vacuum cleaners, etc., and electronic tubes, electronic replacement parts and accessories, and transmission and sound equipment.

Furniture, home furnishings wholesalers

Furniture wholesalers.--Merchant wholesale establishments primarily engaged in selling home or office furniture--wooden, metal or other.

Home furnishings, floor coverings wholesalers.--Merchant wholesale establishments primarily engaged in selling household china, glassware, and earthenware; floor coverings (carpets, rugs, linoleums, etc.); antique home furnishings; and miscellaneous home furnishings such as brooms, brushes, curtains, draperies, pictures and picture frames, window shades, kitchen utensils, phonograph records, and musical instruments.

Hardware, plumbing, heating goods wholesalers

Hardware wholesalers.--Merchant wholesale establishments selling a general line of merchandise sufficiently broad to service retail hardware stores and the hardware departments of other outlets--general-line hardware wholesalers; and establishments primarily engaged in selling builders hardware, heavy hardware, shelf or light hardware, and hardware

specialties such as tools, cutlery, bolts, nuts, rivets, screws, padlocks, keys, and the like--specialty-line hardware wholesalers.

Plumbing, heating equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling plumbing and heating equipment and supplies such as plumbing fixtures, including sanitary ware; steam and hot water heating boilers, radiators, parts, and fittings; stoves, ranges, furnaces, and other types of heating apparatus (except electric); oil burners; gas appliances and supplies; plumbing pipe, valves, and fittings; and plumbers brass goods.

Lumber, construction materials distributors

Lumber, millwork wholesalers.--Merchant wholesale establishments primarily engaged in selling lumber and millwork such as rough, dressed, and finished lumber; sheathing, siding, flooring, shingles, plywood, veneers, doors, sashes, frames, interior woodwork and trim.

Construction materials distributors.--Merchant wholesale establishments primarily engaged in selling such construction materials as brick, tile, and terra cotta; cement, lime, and plaster; building glass; sand, gravel, and crushed stone, ready-mixed concrete; roofing, siding and insulation; and stone, slate, concrete products, and building board.

Machinery, equipment, supplies distributors

Air conditioning, commercial refrigeration equipment distributors.--Merchant wholesale establishments primarily engaged in selling commercial refrigeration equipment (including electric) such as refrigerators, display cases, freezers, dispensers, water coolers, food locker equipment, and those selling air conditioning and ventilating equipment and supplies, including fans, blowers, and accessories. Establishments specializing in the sale of commercial refrigeration components and accessories are also included in this classification.

Commercial machines, equipment distributors.--Merchant wholesale establishments primarily engaged in selling office machines and equipment (except furniture) such as adding machines, typewriters, addressing, duplicating, sealing, computing, stapling, accounting, and statistical machines; restaurant and hotel equipment such as coffee urns, steam tables, china, glassware, silverware, linens, and related items; store machines and fixtures such as display fixtures, show racks, pricing equipment, cash registers, scales, meat slicers and grinders, coffee grinders, etc.; and such related equipment as florists' supplies, theater supplies and equipment, and parking meters. Establishments primarily engaged in selling to users are included, as well as those selling to dealers.

Industrial machinery, equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling machinery, equipment, and supplies to manufacturing and mining concerns. Included here are establishments selling industrial machinery; industrial belting, hose, and packing machine tools, mine and mill supplies; oil well and oil refining supplies; printing machinery and supplies; industrial rope, cordage, and twine; industrial materials, handling equipment; power transmission equipment; and machinery and equipment for such industries as food products, woodworking, shoe manufacturing, tanning, textile, and paper and pulp.

Professional equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling dental supplies (chairs, sterilizers, cabinets, instruments, dental gold and alloys, waxes, teeth, and the like); religious supplies (church goods and religious articles such as statuary, vestments, fonts, candles, religious pictures, calendars, literature, etc.); school equipment and supplies (desks, blackboards, chalk, rulers, wall and globe maps, etc.); optical goods; surgical, medical, hospital supplies and equipment; artists supplies; engineering instruments and supplies; and supplies for other professions.

Surgical, medical, hospital supply houses.--Merchant wholesale establishments primarily engaged in selling surgical and medical instruments; doctors apparatus and equipment; orthopedic appliances; artificial limbs; operating room and other hospital equipment; X-ray machines and accessories and other scientific instruments used by physicians and in hospitals.

Service establishments, supply houses.--Merchant wholesale establishments primarily engaged in selling barber and beauty supplies; laundry, dry cleaning equipment, supplies washing, drying, ironing, and pressing machines; laundry soaps and chemicals; dry cleaning fluids, marking equipment, (c.); shoe service supplies and equipment, undertakers supplies (caskets, burial vaults, burial garments, embalming chemicals and preparations, and other morticians and funeral equipment); upholsterers supplies (fabrics, leather and fillings, and other types of supplies used in the upholstery trade); and miscellaneous service equipment, such as janitors' supplies, furriers' supplies, bootblack's supplies, and hat cleaners' supplies.

Other machinery, equipment supplies distributors (not shown separately in accompanying table).--Merchant wholesale establishments primarily engaged in selling (a) transportation equipment such as aircraft and aeronautical equipment, supplies; railroad equipment, supplies; marine equipment, supplies; and other transportation equipment and supplies; (b) construction machinery, equipment such as road building machinery, excavating and dredging machinery, derricks, cranes, hoists, and winches; and related construction equipment as pneumatic hammers, concrete construction clamps and forms, scaffolding, chutes, and wheelbarrows--but not construction materials, and (c) farm-garden machinery, equipment including tractors) used in the preparation and maintenance of the soil, the planting and harvesting of crops, and other operations and processes pertaining to agriculture; dairy machinery and equipment, such as milking machines and cream separators; poultry equipment, such as incubators, brooders, and feeders and irrigation equipment.

Metals, metalwork (except scrap) distributors

Iron, steel, and products distributors.--Merchant wholesale establishments usually referred to as steel warehouses primarily engaged in selling iron and steel products such as semifinished forms and shapes, plates, sheets, strips, bars, structural shapes, piling, nails, tubular products, wire products, forgings and castings. Steel warehouses of firms operating steelworks and rolling mills are also included here.

Nonferrous metals distributors.--Merchant wholesale establishments primarily engaged in selling nonferrous metals and metalwork such as aluminum, copper, tin, brass, lead and zinc.

Scrap, waste materials dealers

Iron, steel scrap dealers.--Merchant wholesale establishments primarily engaged in assembling, breaking up, sorting, and selling all forms of iron and steel scrap.

Waste materials dealers.--Merchant wholesale establishments primarily engaged in assembling, sorting, and selling such waste materials as nonferrous scrap metals, waste paper, rags, wiping cloths, textile wastes, scrap rubber, and other waste and salvage materials. Scrap iron and steel may be handled as secondary lines.

Jewelry wholesalers

Jewelry wholesalers.--Merchant wholesale establishments primarily engaged in selling a general- or specialty-line jewelry such as clocks and watches; precious stones and gems; watch materials, jewelers supplies; costume jewelry; and miscellaneous items such as silverware, plated ware, medals, trophies, semiprecious stones, and insignia.

NONDURABLE GOODS

Grocery, confectionery, meat wholesalers

General-line grocery wholesalers.--Merchant wholesale establishments handling a general line of dry groceries and

processed foods usually sold in retail grocery stores, such as canned foods, flour, sugar, coffee, tea and spices, as well as such nonfood items as household chemicals, soaps and detergents, paper products, brooms, brushes, etc. Voluntary group wholesalers, retailer-cooperative warehouses, and cash-and-carry depots are included, as well as nonaffiliated general-line grocery wholesalers.

Specialty-line grocery wholesalers.--This classification includes two general types of merchant wholesale establishments: Those handling a combination of grocery items, no one item predominating, but not a sufficiently broad line of commodities to be classified as "general line"; and those primarily engaged in selling specialized lines of groceries and related products, such as canned foods; coffee, tea, and spices; dairy products; dried fruits and nuts; frosted and frozen foods; fish and seafood; bakery products; packaged breakfast cereals; flour; cooking oils and shortening; and soft drinks.

Confectionery wholesalers.--Merchant wholesale establishments primarily engaged in selling candy, chewing gum, popcorn, potato chips, salted nuts, fountain fruits and syrups, and related items. Cigars, cigarettes, and other products are also frequently handled as secondary lines.

Meat, meat products wholesalers.--Merchant wholesale establishments primarily engaged in selling fresh, frozen, cured or processed (but not canned) meats, lard, and other edible meat products. Secondary lines such as butter, cheese, eggs, dressed poultry, vegetable shortening, and canned meats are frequently handled.

Farm products (edible) distributors

Poultry, poultry products distributors.--Merchant wholesale establishments primarily engaged in selling live or dressed poultry, eggs, and related products. Establishments primarily engaged in dressing poultry are considered manufacturers.

Fresh fruit, vegetable wholesalers.--Merchant wholesale establishments primarily engaged in selling fresh fruits, vegetables, berries, melons, and related items.

Beer, wine, distilled spirits wholesalers

Beer, ale distributors.--Merchant wholesale establishments primarily engaged in selling beer, ale, porter, stout and other fermented malt liquors, soft drinks, confectionery, tobacco, wines, and spirits are frequently handled as secondary lines.

Wine, distilled spirits wholesalers.--Merchant wholesale establishments primarily engaged in selling wines, whiskey, gin, rum, brandy, and other spirits, including neutral spirits and ethyl alcohol used in blending. Merchants who bottle and sell wines and distilled spirits manufactured in bulk by others, liquor departments of drug wholesalers, and State-operated wholesale outlets are included. State depots primarily engaged in supplying State liquor stores, however, are not included in wholesale trade.

Drugs, chemicals, allied products wholesalers

Drug wholesalers (general and specialty lines)

General-line drug wholesalers (not shown separately).--Merchant wholesale establishments engaged in selling a full line of drugs, pharmaceuticals, proprietary medicines, druggists rubber good, cosmetics, toiletries, drug sundries, and related merchandise. Cooperatives and voluntary group wholesalers handling a full line of drugs are also included in this classification. Liquor departments of drug wholesalers, however, are included with "Wines and distilled spirits wholesalers."

Specialty-line drug wholesalers (not shown separately).--Merchant wholesale establishments primarily engaged in selling proprietary medicines, toilet preparations, and articles such as drugs, perfumes, cosmetics, powders, shaving preparations, toilet soap, dentifrices, combs, brushes, mirrors, medical glass, bandages, rubber goods, and antiseptics.

Industrial chemicals, explosives wholesalers.--Merchant wholesale establishments primarily engaged in selling such

industrial and heavy chemicals as coal-tar chemicals, plastics, compressed and liquefied gases (except LP gas), acids, ammonia, soda, industrial alcohols, explosives, dye-stuffs, naval stores, etc. Concerns primarily engaged in selling pyrotechnics and ammunition for small arms are included in "Amusement and sporting goods wholesalers."

Paint, varnish wholesalers.--Merchant wholesale establishments primarily engaged in selling paints, varnishes, lacquers, enamels, calcimines, shellac, and stains. Glass, wallpaper, painters supplies, oils, chemicals, and related products are frequently handled as secondary lines.

Tobacco distributors

Tobacco distributors.--Merchant wholesale establishments primarily engaged in selling manufactured tobacco products such as cigars, cigarettes, chewing and smoking tobacco, and snuff. Confectionery, smokers articles, razor blades, playing cards, etc., are frequently handled as secondary lines.

Dry goods, apparel wholesalers

Clothing, furnishings, footwear wholesalers.--Merchant wholesale establishments primarily engaged in selling men's, boys' clothing, and furnishings (including suits, coats, overcoats, work clothing, hats and caps, shirts, ties, and underwear); women's, children's clothing, furnishings, and accessories (including suits, dresses, and skirts); furs and fur clothing; millinery, millinery supplies; shoes and other footwear; work clothing; and related lines.

Dry goods wholesalers (general and specialty lines)

General-line dry goods wholesalers (not shown separately).--Merchant wholesale establishments engaged in selling a diversified combination of lines usually sold in retail dry goods and general merchandise stores, including piece goods, home furnishings, work clothing, dresses, infants' wear, notions, and hosiery. Men's and women's clothing, furnishings, and millinery frequently constitute secondary lines.

Specialty-line dry goods wholesalers (not shown separately).--Merchant wholesale establishments primarily engaged in selling hosiery, underwear, piece goods, knit and lace goods, fancy linen and needlework and notions (thread, tapes, needles, pins, buttons, hair accessories, zippers, and shoe laces).

Piece goods converters.--Merchant wholesale establishments which purchase textiles in the gray or unfinished form, have them dyed and/or finished by others, usually on a contract basis, and sell to the cutting-up trade, garment makers, wholesalers, or retailers. Converters operating bleaching, dyeing, and finishing plants are not considered as merchant wholesalers.

Paper, allied products wholesalers

Paper wholesalers.--Merchant wholesale establishments primarily engaged in selling wrapping paper and other coarse paper; fine paper (writing papers, reproduction paper stock,

cover, text, thin, and other fine papers); newsprint and book paper; paperboard; and converted paper products such as bags, boxes, cups, dishes, towels, napkins, tissues, and bottle caps.

Stationery, wallpaper wholesalers.--Merchant wholesale establishments primarily engaged in selling commercial and social stationery, including envelopes, typewriter and mimeograph paper in cut sizes, file cards and folders; and office supplies such as pens, pencils, writing inks, carbon paper, paper clips, typewriter ribbons, greeting cards, and erasers; and embossed and printed wallpaper for use in covering or decorating interior walls and ceilings.

Farm products (raw materials) merchants

Farm products (raw materials) merchants.--Merchant wholesale establishments primarily engaged in selling cotton, grain, hides, skins, raw furs, livestock, leaf tobacco, wool, mohair, horses and mules, and other inedible products such as broomcorn, moss, hair, feathers, bristles, and fibers. This classification includes merchants (including terminal elevators) primarily engaged in selling raw farm products in marketing centers. Dealers buying such products direct from farmers and assembling them at local production points are classified as "assemblers" and not included here.

Other nondurable goods wholesalers

Amusement, sporting goods distributors.--Merchant wholesale establishments primarily engaged in selling cameras and photographic goods (cameras, parts, and accessories, projection apparatus, enlargers, developing and printing room apparatus and accessories, sensitized unexposed photographic supplies and equipment); sporting goods (toys, games, novelties, fireworks, bicycles, sporting goods, and athletic goods); and other recreation goods such as playground equipment, billiard and bowling equipment and supplies; and hobby goods.

Book, magazine, newspaper wholesalers.--Merchant wholesale establishments primarily engaged in selling books, magazines, periodicals, newspapers, and related items.

Coal wholesalers.--Merchant wholesale establishments primarily engaged in selling bituminous coal, anthracite coal, and coke. This includes firms with coal yards as well as those selling goods shipped directly from mine to customer.

Farm supplies wholesalers.--Merchant wholesale establishments primarily engaged in selling mixed and other feeds, fertilizers, fertilizer materials, and agricultural chemicals, seeds (farm, garden, and flower); and miscellaneous farm supplies such as hay, straw, and alfalfa.

Merchant wholesalers, n.e.c.--(Not shown separately in the accompanying table.) Merchant wholesale establishments primarily engaged in selling petroleum products, cut flowers and potted plants; forest products except lumber; inedible oils and fats; textiles and materials other than dry goods; industrial yarns; crude rubber; ores; sponges; artificial leather; wood pulp; artificial flowers; and products not elsewhere classified; and establishments handling a line of merchandise too broad to be included in any of the classifications outlined above.

MONTHLY WHOLESALE TRADE REPORT

U. S. DEPARTMENT OF COMMERCE
Sinclair Weeks, Secretary

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NOV 12 1958

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SEPTEMBER 1958

FOR RELEASE
NOVEMBER 7, 1958

SALES AND INVENTORIES

Sales

September 1958 sales of merchant wholesalers, estimated at \$10.3 billion, were 5 percent higher than August sales, and for the first time since mid-1957 showed an increase (5%) over sales a year ago. However, sales for the first 9 months of 1958, amounting to \$84.0 billion, were still 5 percent below sales for the same period of 1957.

Nondurable goods trades, with sales totaling \$49.7 billion during the first three quarters of 1958, remained at the same level as a year ago, but the durable goods trades, with sales of \$34.3 billion, showed a sharp decline (11%) compared with the first three quarters of 1957. In September, durable goods trades, with sales of \$4.4 billion were up 6 percent over August and 4 percent above September 1957. The nondurable goods trades, with sales of \$5.9 billion, increased 4 percent over previous month's sales and 6 percent over sales a year ago.

Most trades reported September sales higher than a month earlier. Jewelry wholesalers, with sales 24 percent higher than August, registered the largest increase. The largest decline was indicated by beer, ale distributors (14%). Only eight trades reported lower sales than a year ago, the sharpest drop being shown, for the 12th consecutive month, by iron, steel scrap dealers (34%). Substantial increases over September sales a year ago were reported by lumber, millwork wholesalers (20%), iron, steel products distributors (18%) and meat wholesalers (18%).

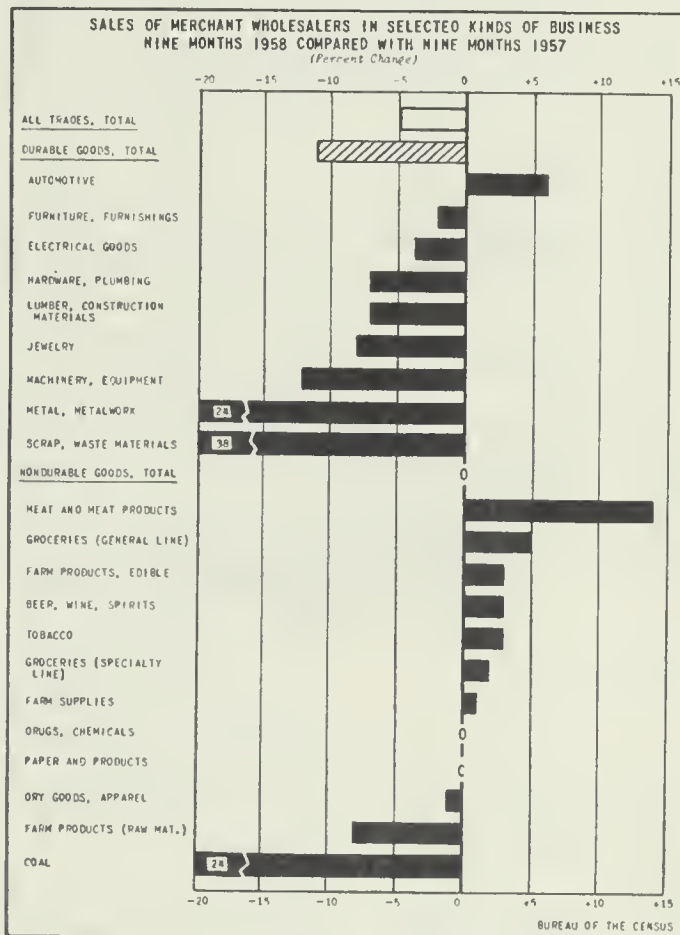
All geographic divisions indicated higher sales than in August; and all but one reported sales up over September a year ago. The West North Central Division showed the largest increase over last month (+10%) as well as over a year ago (+11%). The West South Central Division showed the only decline (5%) from last September.

Inventories

Wholesalers inventories at the end of September were unchanged from a month earlier but were 3 percent below stocks on hand a year ago. Durable goods stocks at the end of September remained unchanged from the level of the previous month, while nondurable goods stocks increased 1 percent. Compared with a year ago, stocks of durable goods were off 5 percent while nondurable goods inventories rose slightly (1%).

The September 1958 stock-sales ratio for wholesalers reporting inventories in conjunction with their sales was 125 percent, down 7 points from August, and 9 points below September. The September stock-sales ratio for durable goods trades was 162 compared to the nondurable goods trades ratio of 95.

Most durable goods trades showed little or no change in inventories from their previous level. However,



substantial increases, (11% to 18%) were reported by coal wholesalers, poultry products distributors and fresh fruit, vegetable wholesalers. Coal wholesalers showed the sharpest decline (20%) from a year ago while iron and steel scrap dealers indicated the largest gain, (32%).

By geographic division, changes from previous month inventory levels ranged from an increase of 3 percent in the South Atlantic Division to a decline of 6 percent in the Mountain Division. Six divisions showed lower inventories than a year ago, the West South Central Division reporting the largest decline (7%).

General

This report includes monthly dollar volume estimates of sales of merchant wholesalers by kind of business from September 1957 through September 1958. These data are based on a probability sample representative of all merchant wholesalers in the country. A description of this sample and approximate measures of the reliability of the data are included in pages 8 and 9. Also included in this report are sales and inventory trends and stock-sales ratios by kind of business, for the United States as a whole and by geographic division.

Table 1.--ESTIMATED MONTHLY SALES OF MERCHANT WHOLESALERS¹--UNITED STATES, BY KIND OF BUSINESS

1957 AND 1958

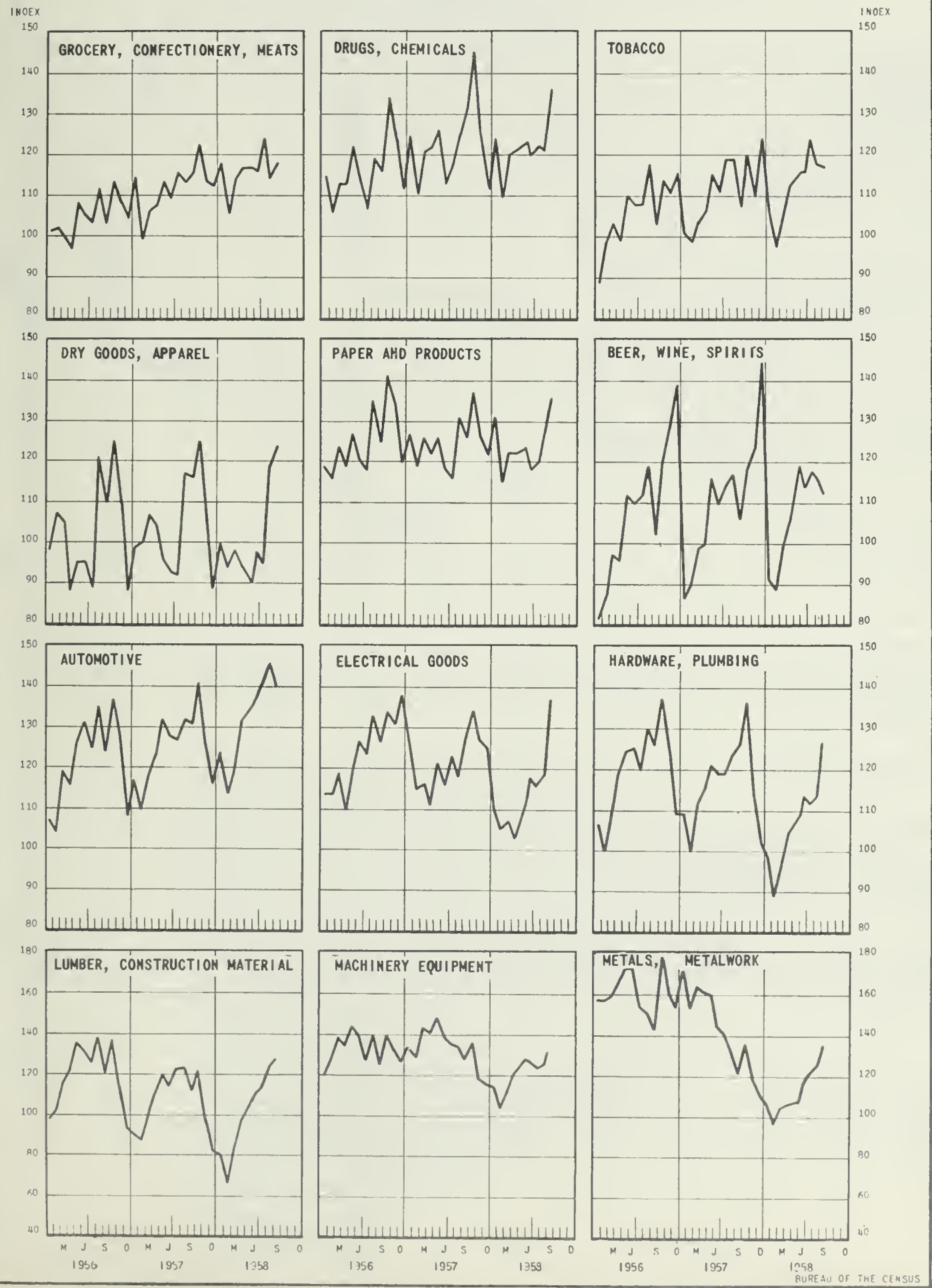
(Sales in millions of dollars)

Kind of business	1958									1957				Total 9 mos.	
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Sept.	Oct.	Nov.	Dec.	1958	1957
MERCHANT WHOLESALERS, TOTAL.....	8,972	8,179	8,863	9,213	9,435	9,480	9,663	9,825	10,336	9,814	10,713	9,590	9,325	84,006	88,32
DURABLE GOODS, TOTAL.....	3,493	3,181	3,501	3,727	3,868	3,972	3,958	4,134	4,395	4,222	4,511	3,907	3,656	34,269	38,30
Automotive wholesalers.....	410	378	394	438	449	453	468	484	463	434	467	418	386	3,937	3,70
Automotive equipment, tire-tube wholesalers	350	324	337	368	371	376	387	379	389	373	406	359	329	3,281	3,08
Electrical, electronics, appliance distributors	584	558	584	558	590	626	611	631	724	673	709	667	660	5,471	5,65
Electrical apparatus, supplies distributors	260	263	277	269	292	312	299	298	339	332	341	311	312	2,609	2,70
Electrical appliances, TV, radio sets, electronic parts, distributors.....	323	295	307	289	298	314	318	332	385	341	368	356	349	2,861	2,88
Furniture, home furnishings wholesalers.....	168	170	191	197	192	198	194	218	229	216	245	223	208	1,757	1,78
Furniture wholesalers.....	58	55	59	57	57	62	64	73	75	75	78	71	69	560	58
Home furnishings, floor coverings wholesalers.....	110	114	132	140	135	136	130	144	154	142	167	152	139	1,195	1,20
Hardware, plumbing-heating goods wholesalers.	362	327	356	386	400	416	412	417	465	463	499	415	372	3,541	3,88
Hardware wholesalers.....	165	151	170	184	186	183	181	183	203	201	215	177	164	1,606	1,72
Plumbing, heating equipment, supplies distributors.....	197	176	186	202	214	233	231	235	263	262	284	238	208	1,937	2,00
Lumber, construction materials distributors..	444	364	458	536	585	610	644	684	698	613	666	538	448	5,023	5,37
Lumber, millwork wholesalers.....	242	208	248	277	301	307	328	350	369	307	331	269	232	2,630	2,88
Construction materials distributors.....	202	156	210	258	284	303	317	334	330	305	335	269	216	2,394	2,50
Machinery, equipment, supplies distributors..	954	867	937	1,023	1,074	1,066	1,022	1,053	1,097	1,071	1,141	985	963	9,093	10,30
Industrial machinery, equipment supplies distributors.....	442	381	391	419	442	408	395	413	438	490	548	455	457	3,729	4,88
Professional equipment, supplies distributors.....	87	84	91	91	90	95	98	107	111	99	99	91	92	854	77
Service establishment supply houses.....	113	106	112	117	121	125	116	115	128	113	120	106	106	1,053	1,00
Metals, metalwork (except scrap) distributors	295	272	291	300	304	327	338	354	382	339	378	331	305	2,863	3,77
Iron, steel and products distributors.....	200	184	197	209	208	226	238	256	271	230	257	217	184	1,989	2,55
Nonferrous metals distributors.....	94	88	94	91	97	100	99	98	111	108	121	114	122	872	1,22
Scrap, waste materials dealers.....	223	194	237	232	217	215	214	233	249	319	303	229	212	2,014	3,22
Iron, steel scrap dealers.....	119	108	133	128	111	114	111	130	140	212	192	132	122	1,094	2,11
Waste materials dealers.....	104	86	104	104	106	101	103	103	109	107	111	97	90	920	1,11
NONDURABLE GOODS, TOTAL.....	5,479	4,998	5,362	5,486	5,567	5,508	5,705	5,691	5,941	5,591	6,202	5,683	5,669	49,737	49,99
Grocery, confectionery, meat wholesalers.....	1,705	1,512	1,646	1,684	1,688	1,675	1,786	1,645	1,706	1,623	1,755	1,622	1,615	15,047	14,22
General-line grocery wholesalers.....	729	672	688	715	727	706	753	713	750	701	758	679	650	6,453	6,11
Specialty-line grocery wholesalers.....	606	528	612	596	595	620	637	561	574	589	634	607	616	5,329	5,22
Confectionery wholesalers.....	56	51	54	53	54	53	54	53	55	55	61	58	57	483	47
Meat, meat products wholesalers.....	315	262	292	319	312	297	341	319	327	278	302	278	292	2,784	2,44
Farm products (edible) distributors.....	377	353	403	450	446	416	432	380	371	375	419	402	415	3,628	3,55
Poultry, poultry products distributors.....	142	120	136	156	143	134	146	153	156	138	163	166	165	1,286	1,11
Fresh fruit, vegetable wholesalers.....	235	233	267	294	303	282	285	227	215	237	256	236	251	2,341	2,44
Beer, wine, distilled spirits wholesalers....	429	426	470	501	564	539	560	552	533	501	561	583	683	4,574	4,44
Beer, ale distributors.....	161	151	172	198	226	227	253	245	210	205	198	185	209	1,843	1,88
Wine, distilled spirits wholesalers.....	268	275	298	303	339	312	307	308	323	297	363	398	474	2,733	2,56
Drugs, chemicals, allied products wholesalers	349	309	336	341	345	338	342	339	381	373	406	350	315	3,080	3,00
Drug wholesalers (general and specialty lines).....	228	202	219	214	215	211	218	215	248	241	271	234	209	1,970	1,99
Industrial chemicals, explosives wholesalers	100	88	95	100	102	98	94	96	103	103	107	92	85	876	97
Paint, varnish wholesalers.....	21	19	22	26	28	29	30	29	29	28	28	24	20	233	22
Tobacco distributors.....	284	262	282	302	311	310	332	315	312	288	320	295	332	2,710	2,66
Dry goods, apparel wholesalers.....	475	445	463	446	429	465	451	564	586	549	593	506	424	4,324	4,33
Clothing, furnishings, footwear wholesalers.	161	157	180	163	150	143	160	227	228	212	221	208	149	1,569	1,55
Dry goods wholesalers (general and specialty lines).....	192	174	168	167	164	190	182	207	219	223	240	190	172	1,661	1,77
Paper, allied products wholesalers.....	324	285	300	301	303	291	295	315	336	310	339	312	301	2,750	2,77
Paper wholesalers.....	287	251	264	263	266	255	259	276	295	267	290	265	258	2,416	2,33
Amusement, sporting goods wholesalers.....	85	86	90	99	100	99	100	103	120	125	129	126	124	882	97
Coal wholesalers.....	103	98	86	71	81	80	67	75	83	103	108	99	100	744	744
Farm supplies wholesalers.....	123	124	146	160	138	116	109	116	125	112	106	96	96	1,157	1,11

¹ Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding.
 r Revised.

Ref.

SALES OF MERCHANT WHOLESALERS—KINDS OF BUSINESS
1956, 1957 AND 1958
1954 MONTHLY AVERAGE = 100



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS

SEPTEMBER 1958

Kind of business	Sales*			Inventory, end- of-month (at cost)		Stock-sales ratios (percent)		
	Percent change							
	Sept. 1958 from--		9 mos. 1958 from 9 mos. 1957	Percent change, Sept. 1958 from--		September 1958	September 1957	August 1958
	September 1957	August 1958		September 1957	August 1958			
MERCHANT WHOLESALERS, TOTAL.....	+5	+5	-5	-3	0	125	134	132
DURABLE GOODS, TOTAL.....	+4	+6	-11	-5	0	162	172	174
Automotive wholesalers ¹	+7	-4	+6	+1	0	201	206	205
Automotive equipment, tire-tube wholesalers.....	+4	+3	+6	+2	0	215	224	218
Electrical, electronics, appliance distributors.....	+8	+15	-3	-11	+2	141	162	158
Electrical apparatus, supplies distributors.....	+2	+14	-6	-9	+1	141	154	153
Electrical appl., TV, radio sets, electronic parts, distributors.....	+13	+16	-1	-13	+3	142	172	157
Furniture, home furnishings wholesalers.....	+6	+5	-2	-1	+1	175	180	192
Furniture wholesalers.....	0	+3	-6	-4	+1	174	179	187
Home furnishings, floor coverings wholesalers.....	+8	+7	-1	0	+1	176	181	196
Hardware, plumbing-heating goods wholesalers.....	0	+12	-7	-4	-1	187	199	205
Hardware wholesalers.....	+1	+11	-7	-6	-1	204	224	233
Plumbing, heating equipment, supplies distributors.....	0	+12	-7	-1	-1	173	177	185
Lumber, construction materials distributors.....	+14	+2	-7	0	0	89	105	92
Lumber, millwork wholesalers.....	+20	+5	-8	-6	0	90	119	97
Construction materials distributors.....	+8	-1	-5	+5	0	89	95	88
Machinery, equipment, supplies distributors.....	+2	+4	-12	-6	-1	176	184	185
Air conditioning, commercial refrigeration equipment, distributors*.....	+14	-6	0	+5	-1	164	161	148
Commercial machines, equipment distributors*.....	+4	+2	-6	0	0	169	170	184
Industrial machinery, equipment, supplies distributors.....	-11	+6	-23	-10	-1	183	175	199
Professional equipment, supplies distributors.....	+12	+4	+10	+3	-3	184	182	187
Surgical, medical, hospital supply houses*.....	+9	+6	+5	+12	-5	218	208	226
Service establishment supply houses.....	+13	+11	+3	+3	+4	113	123	127
Metals, metalwork (except scrap) distributors.....	+13	+8	-24	-8	-2	212	235	240
Iron, steel and products distributors.....	+18	+6	-23	-11	-3	241	282	272
Nonferrous metals distributors.....	+3	+13	-27	+7	-1	125	107	142
Scrap, waste materials dealers.....	-22	+7	-38	+18	-1	99	60	102
Iron, steel scrap dealers.....	-34	+8	-49	+32	-1	119	57	131
Waste materials dealers.....	+2	+6	-19	-5	0	72	65	70
Jewelry wholesalers*.....	+2	+24	-8	+2	+4	220	214	251
NONDURABLE GOODS, TOTAL.....	+6	+4	0	+1	+1	95	102	99
Grocery, confectionery, meat wholesalers.....	+5	+4	+6	+5	+1	68	72	69
General-line grocery wholesalers.....	+7	+5	+5	+5	+3	94	95	93
Voluntary groups*.....	+11	+3	+8	+7	+3	84	87	82
Retailer-cooperative*.....	+2	+3	+5	+8	+3	81	77	84
Nonaffiliated*.....	+2	+3	+5	+3	+3	113	115	112
Specialty-line grocery wholesalers.....	-3	+2	+2	+5	-2	60	66	62
Confectionary wholesalers.....	0	+4	+5	+3	0	67	68	69
Meat, meat products wholesalers.....	+18	+3	+14	+15	+8	20	20	19
Farm products (edible) distributors.....	-1	-2	+3	+4	+11	21	19	18
Poultry, poultry products distributors.....	+13	+2	+16	-6	+11	19	20	18
Fresh fruit, vegetable wholesalers.....	-9	-5	-3	+10	+11	22	19	18
Beer, wine, distilled spirits wholesalers.....	+6	-3	+3	+7	+2	117	118	111
Beer, ale distributors.....	+2	-14	-1	-8	-8	52	60	49
Wine, distilled spirits wholesalers.....	+9	+5	+6	+11	+4	163	161	166
Drugs, chemicals, allied products wholesalers.....	+2	+12	0	+3	+4	142	143	150
Drug wholesalers (general and specialty lines).....	+3	+15	+2	+4	+5	161	160	168
Industrial chemicals, explosives wholesalers.....	0	+7	-3	+1	0	92	93	103
Paint, varnish wholesalers.....	+4	0	-4	+1	0	151	172	152
Tobacco distributors.....	+8	-1	+3	+4	+2	65	65	63
Dry goods, apparel wholesalers.....	+7	+4	-1	-7	-2	154	166	166
Clothing, furnishings, footwear wholesalers.....	+8	0	0	-8	-5	148	166	162
Dry goods wholesalers (general and specialty lines).....	-2	+6	-6	-7	0	143	155	151
Piece goods converters*.....	-1	+10	-6	-4	+2	194	190	216
Paper, allied products wholesalers.....	+8	+7	0	+1	+2	102	111	107
Paper wholesalers.....	+10	+7	+2	+1	+2	99	109	103
Stationery, wallpaper wholesalers*.....	+7	+5	-4	+6	-2	128	132	136
Farm products (raw materials) merchants*.....	+11	+11	-8	-12	-6	123	173	167
Other nondurable goods wholesalers*.....	+2	+5	-6	+7	+2	108	105	113
Amusement, sporting goods distributors.....	-4	+17	-3	-2	-5	133	151	159
Book, magazine, newspaper wholesalers*.....	+3	-6	+6	-2	-1	105	111	108
Coal wholesalers.....	-19	+11	-24	-20	+18	87	110	93
Farm supplies wholesalers.....	+12	+8	+1	+11	+3	127	125	130

¹ Publication of separate data for motor vehicle distributors is being discontinued due to the extreme variability of the reported data.

* See text, page 8.

r Revised since Advanced Release October 30, 1958.

Ref.

UNITED STATES, BY GEOGRAPHIC DIVISION

SALES OF MERCHANT WHOLESALERS
NINE MONTHS 1958 COMPARED WITH NINE MONTHS 1957
(Percent change)



UNITED STATES (-5)

STOCKS—SALES RATIOS OF MERCHANT WHOLESALERS IN SELECTED KINDS OF BUSINESS SEPTEMBER 1958 COMPARED WITH SEPTEMBER 1957

(Percent)

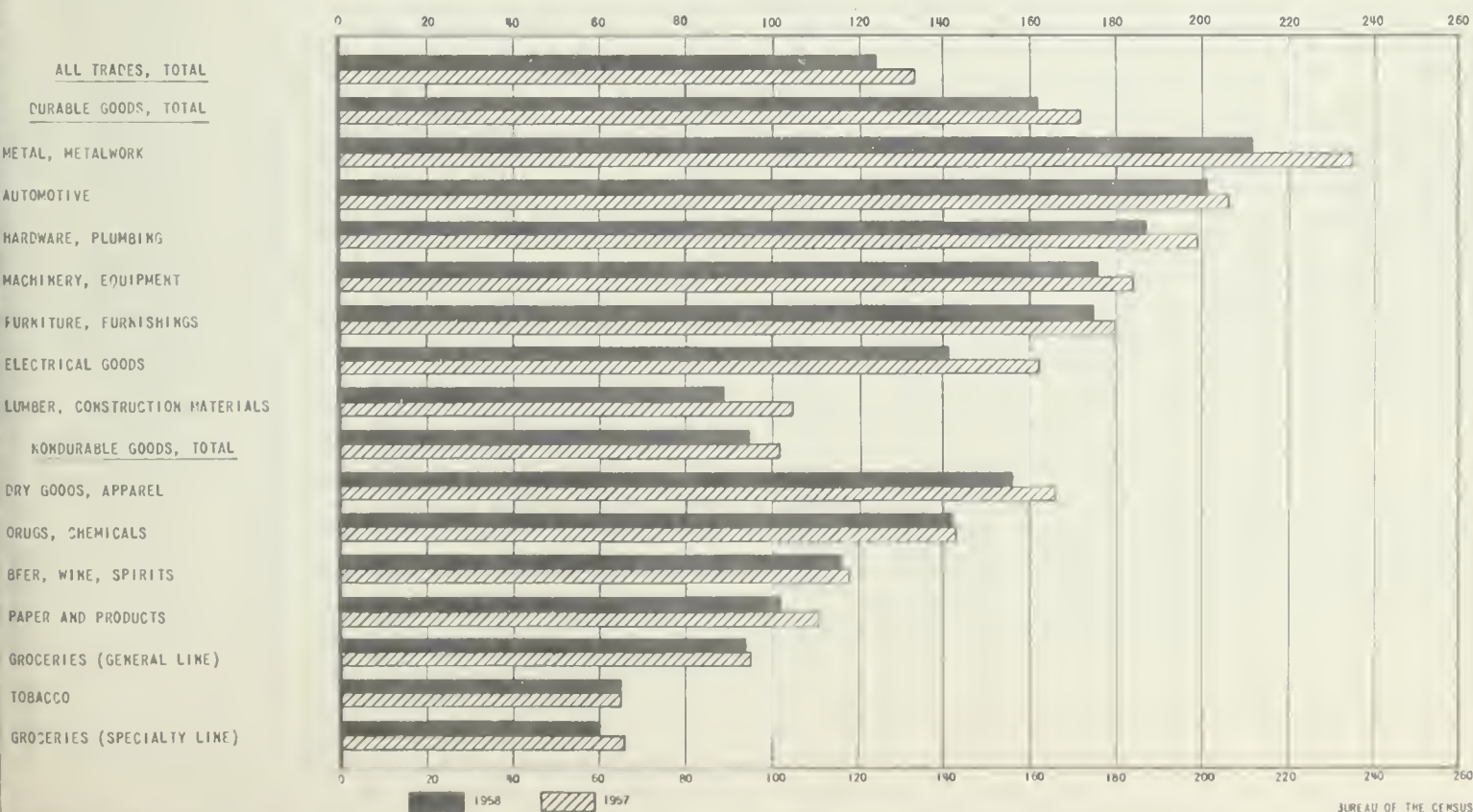


Table 3.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS

SEPTEMBER 1958

Kind of business and geographic division (see map page 5)	Sales*			Inventory, and-of-month (at cost)		Stock-sales ratios (percent)		
	Percent change							
	Septambar 1958 from--		9 mos. 1958 from 9 mos. 1957	Parcent change, September 1958 from--		September 1958	September 1957	August 1958
	September 1957	August 1958		September 1957	August 1958			
MERCHANT WHOLESALERS, TOTAL.....	+5	+5	-5	-3	0	125	134	132
New England.....	+6	+3	-5	-4	+1	126	137	128
Middle Atlantic.....	+4	+6	-6	-2	+1	110	116	117
Eest North Central.....	+1	+4	-8	-3	0	117	122	125
West North Central.....	+11	+10	+2	-1	+2	120	136	129
South Atlantic.....	+9	+5	-2	+2	+3	138	151	143
East South Central.....	+8	+4	-4	+3	-4	148	166	165
West South Centrel.....	-5	+2	-8	-7	-3	152	161	163
Mountain.....	+5	+4	+2	+1	-6	164	168	178
Pacific.....	+5	+4	-2	-5	+2	118	131	121
Automotiva equipment, tire-tube wholesalers.....	+4	+3	+6	+2	0	215	224	218
New England.....	+5	+7	-1	+2	+3	223	241	221
Middle Atlantic.....	+6	+12	+4	-5	-1	180	210	196
East North Central.....	-1	-1	-4	-2	+1	227	203	223
West North Central.....	+9	+7	+6	+7	-2	239	245	261
South Atlantic.....	+6	-1	+1	+2	+2	202	225	194
East South Central.....	+18	-1	+5	(X)	+2	178	231	217
West South Central.....	+8	-5	0	+2	+1	221	219	210
Mountain.....	(X)	+4	(X)	+4	-3	260	218	278
Pacific.....	+11	+1	+2	-6	+1	214	248	218
Electrical epperatus, supplies diatributors.....	+2	+14	-6	-9	+1	141	154	155
New England.....	+5	+19	-13	-21	-3	146	181	176
Middle Atlantic.....	-6	+4	-9	-2	-1	148	143	164
East North Central.....	-4	+9	-13	-9	+1	149	154	159
West North Central.....	-11	+6	-11	-15	+5	172	179	175
South Atlantic.....	+3	+19	-11	-12	+2	127	147	151
East South Central.....	(X)	-3	(X)	-14	+6	178	216	166
West South Central.....	+3	+14	-5	-17	+1	146	177	173
Mountain.....	+20	(X)	+4	+5	-2	125	133	161
Pacific.....	+14	+8	-2	-14	0	98	125	109
Elect. appliances, TV, radio sets, alectronic parts distributors..	+13	+16	-1	-13	+3	142	172	157
New England.....	+15	(X)	-3	-24	+7	95	137	105
Middle Atlantic.....	+3	+24	-9	-17	+4	127	157	154
East North Central.....	0	+15	-11	-8	+8	137	147	148
West North Central.....	+6	+7	-3	-16	-6	143	182	166
South Atlantic.....	+12	+17	-6	-27	-1	137	209	143
East South Central.....	+16	(X)	-5	-18	-1	140	185	138
West South Central.....	+20	+6	-1	-6	+2	172	221	177
Mountain.....	(X)	+11	(X)	(X)	(X)	(X)	(X)	(X)
Pacific.....	+4	+12	-3	-3	+7	164	189	181
Furniture, home furnishings wholasalers.....	+6	+5	-2	-1	+1	175	180	192
Middle Atlantic.....	-2	+10	-7	-3	+3	160	186	182
East North Central.....	+1	+12	-9	-3	0	169	159	192
Waet North Central.....	+6	+3	-3	+1	-3	146	149	139
South Atlantic.....	+6	+3	+1	-5	0	170	193	190
East South Central.....	(X)	+22	(X)	(X)	(X)	(X)	(X)	(X)
West South Central.....	-5	+1	-5	(X)	-4	136	200	158
Pacific.....	+8	+8	-5	-7	+2	170	186	180
Hardware wholesalers.....	+1	+11	-7	-6	-1	204	224	233
New England.....	-2	+20	-7	+5	+3	196	180	219
Middle Atlantic.....	-3	+14	-9	-11	0	191	202	226
East North Central.....	-2	+13	-9	-9	-2	187	200	216
West North Central.....	+6	+12	+3	-7	+1	187	213	211
Sough Atlantic.....	+9	+14	-6	+2	+1	207	230	241
East South Central.....	+11	+15	-6	-6	-1	190	223	222
West South Central.....	-6	+3	-9	-6	-1	296	295	309
Pacific.....	+14	+9	-4	-5	-3	204	244	229
Plumbing, heating equipment, supplies diatributors.....	0	+12	-7	-1	-1	173	177	189
New England.....	+9	+13	-2	-12	+4	175	215	191
Middle Atlantic.....	+6	+12	-7	+1	0	145	159	169
East North Central.....	-6	+8	-11	0	-2	163	152	178
West North Central.....	+8	+6	+5	-7	-1	298	245	307
South Atlantic.....	+9	+22	-3	-3	-3	157	173	185
East South Central.....	(X)	+6	(X)	(X)	(X)	(X)	(X)	(X)
West South Central.....	+8	+5	-4	-4	-3	223	249	233
Mountain.....	+14	+12	-2	(X)	(X)	(X)	(X)	(X)
Pacific.....	+1	+2	-2	-4	+2	169	173	169
Lumbar, construction metariele distributors.....	+14	+2	-7	0	0	89	105	92
New England.....	+2	-4	-5	(X)	0	100	97	95
Middle Atlantic.....	+6	+1	-7	-6	-3	108	125	114
East North Central.....	+7	+3	-8	-6	+1	83	88	85
West North Central.....	+12	+14	-3	(X)	-2	126	154	139
South Atlantic.....	+12	+4	-4	-5	0	141	148	143
East South Central.....	(X)	0	(X)	-15	-1	89	111	83
West South Central.....	+11	-11	+1	+2	-1	91	101	81
Pacific.....	+28	+6	-1	-2	+4	52	74	55

See footnotes at end of table.

Table 3.—TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS—Continued

SEPTEMBER 1958

Kind of business and geographic division (see map page 5)	Sales*			Inventory, end-of-month		Stock-sales ratios		
	Percent change			(at cost)		(percent)		
	September 1958 from--		9 moe. 1958 from 9 moe. 1957	Percent change, September 1958 from--		September 1958	September 1957	August 1958
	September 1957	August 1958		September 1957	August 1958			
Industrial machinery, equipment supplies distributors.....	-11	+6	-23	-10	-1	183	175	199
Middle Atlantic.....	-7	+14	-15	+1	-2	149	155	177
East North Central.....	-14	+15	-24	-12	0	136	136	151
West North Central.....	+25	(X)	0	+6	+1	130	147	171
South Atlantic.....	(X)	0	(X)	(X)	-6	151	120	157
West South Central.....	-30	+1	-36	-11	0	218	173	227
Mountain.....	-22	(X)	-19	(X)	+1	280	218	227
Pacific.....	-10	+8	-15	-22	0	187	191	209
General-line grocery wholesalers.....	+7	+5	+5	+5	+3	94	95	93
New England.....	+18	+11	+5	+7	+2	95	106	103
Middle Atlantic.....	+7	+6	+6	+8	+1	105	103	111
East North Central.....	+1	+4	+8	+1	+1	83	81	83
West North Central.....	+8	+2	+7	+5	+5	84	86	81
South Atlantic.....	+7	+6	+5	+15	+6	111	107	113
East South Central.....	+17	+1	+8	+4	+5	105	112	97
West South Central.....	0	-2	+7	+5	+2	105	108	100
Mountain.....	+7	-1	+5	0	+6	113	122	105
Pacific.....	+3	-3	+3	+6	+1	73	74	74
Specialty-line grocery wholesalers.....	-3	+2	+2	+5	-2	60	66	62
New England.....	-11	(X)	+9	(X)	(X)	(X)	(X)	(X)
Middle Atlantic.....	+19	+5	+1	0	+1	60	70	62
East North Central.....	+5	-4	+5	+5	+5	61	63	59
West North Central.....	+17	-2	-3	+7	(X)	91	99	92
South Atlantic.....	+11	-2	+4	(X)	-3	70	82	83
West South Central.....	+13	+9	+1	+14	+2	54	43	52
Mountain.....	(X)	+4	(X)	(X)	(X)	(X)	(X)	(X)
Pacific.....	+8	+7	+4	-4	-5	54	59	62
Fresh fruit, vegetable wholesalers.....	-9	-5	-3	+10	+11	22	19	18
New England.....	0	(X)	+2	-3	+17	13	13	10
Middle Atlantic.....	0	-10	-5	+15	+4	13	11	10
East North Central.....	-10	-9	-6	(X)	+11	26	19	21
West North Central.....	-5	-3	+15	+6	+6	53	47	45
South Atlantic.....	-10	+10	+1	-3	+7	22	19	22
West South Central.....	+1	+5	-2	+26	+22	20	17	17
Mountain.....	-10	0	+10	+1	+17	28	19	23
Pacific.....	0	+1	+2	+5	+16	23	20	18
Drug wholesalers (general and specialty lines).....	+3	+15	+2	+4	+5	161	160	168
New England.....	+1	+12	0	(X)	(X)	(X)	(X)	(X)
Middle Atlantic.....	+2	+14	-3	0	+7	130	125	130
East North Central.....	+1	+13	0	-1	0	159	161	182
West North Central.....	+8	+22	+4	-4	+2	(X)	(X)	(X)
South Atlantic.....	+7	+11	+4	+2	+5	234	191	195
East South Central.....	+5	+3	+4	+11	+5	199	190	187
West South Central.....	+6	+5	+4	-4	0	160	174	172
Mountain.....	+8	+9	+6	-14	-8	187	218	202
Pacific.....	+2	+14	+4	+4	+2	127	142	144
Tobacco distributors.....	+8	-1	+3	+4	+2	65	65	63
New England.....	+8	+1	+3	+2	-1	63	61	63
Middle Atlantic.....	+11	-2	+5	+5	-1	63	65	62
East North Central.....	+4	-3	+4	+6	+1	57	61	56
West North Central.....	+9	+4	+7	0	+9	72	81	72
South Atlantic.....	+13	-1	+4	+3	+5	70	66	66
West South Central.....	+18	-3	+6	(X)	+3	66	54	62
Mountain.....	+12	-9	+3	(X)	(X)	(X)	(X)	(X)
Pacific.....	+18	+2	+11	(X)	(X)	(X)	(X)	(X)
Dry goods, apparel wholesalers.....	+7	+4	-1	-7	-2	154	166	166
New England.....	+12	+6	-4	(X)	-5	99	128	106
Middle Atlantic.....	+1	+5	-6	-5	0	163	168	175
East North Central.....	-4	+4	-7	-9	-5	141	152	155
West North Central.....	-12	+5	-1	-14	-5	162	173	170
South Atlantic.....	+13	+9	+1	-20	+3	125	182	170
West South Central.....	+1	-10	0	(X)	(X)	(X)	(X)	(X)
Pacific.....	-1	+10	-2	-4	-2	141	144	148

* See text, page 8.

X Withheld due to extreme variability of reported data.

DESCRIPTION OF SAMPLE, ESTIMATING PROCEDURE, AND RELIABILITY OF THE DATA

1. Scope of Survey

This survey is limited to merchant wholesalers, which constitute the major portion of the broad field of wholesale trade, and excludes other types of wholesale trade such as manufacturers sales branches and sales offices; petroleum bulk stations; agents and brokers and assemblers of farm products. All kinds of business in which merchant wholesalers operate are represented in this survey.

Merchant wholesalers are defined in the Standard Industrial Classification Manual issued by the Bureau of the Budget, Executive Office of the President, as "Establishments usually known as wholesalers, merchant wholesalers or jobbers, primarily engaged in buying, taking title to, and where customary, physically storing and handling goods and selling the goods at wholesale principally to retailers and industrial and commercial users. This group also includes industrial and distributors, exporters, and importers, cash-and-carry wholesalers; drop shippers, wagon distributors, etc. The establishments included in this group may perform operations on the goods incidental to the wholesale trading and delivery, such as installing equipment, and fixtures; and collecting and baling waste materials." Firms which, in addition to merchant wholesale establishments, operate other types of establishments, e.g., retail, manufacturing, etc., report in this survey only for their merchant wholesale establishments. A description of each kind-of-business classification shown in this report is included on pages 10 through 12.

2. Sample Design

Firms reporting in the survey are part of a probability sample representing merchant wholesalers in all kinds of business. The sample, which includes over 17,000 firms (about 26,000 establishments) is drawn from two sources: (1) 1954 Census of Business lists representing all wholesalers (with paid employees) in business in 1954 and (2) Bureau of Old Age and Survivors Insurance (BOASI) lists of wholesalers (with paid employees) entering business (or requesting new Employer Identification Numbers) since 1954. The sample is supplemented twice a year for new firms on the BOASI lists.

The reporting panel includes a fixed panel of about 1,400 very large firms reporting monthly and four rotating panels each containing about 3,900 smaller firms which report every fourth month. In any given month, the total reporting panel includes about 5,300 firms.

The number of firms selected in the sample for each kind of business varies from 150 to 650 firms, depending upon (a) the total number of firms in the trade, (b) and distribution of firms within the trade by sales size, and (c) whether geographic division trends are to be shown for the trade. In those kinds of business for which percentage changes are shown by geographic division, the sample chosen for the national estimates was increased by about 50 percent to provide wider representation by geographic division. In some of these trades, however, data are not shown separately for some geographic divisions because even this increase in the sample size will not provide reliable results in all geographic divisions.

3. Published Data

Sales.--This report includes monthly dollar volume estimates of sales by kind of business for the United States as a whole (Table 1) and sales trends (percent changes) derived from these estimates (Table 2). Sales trends are shown in Table 2 for some detailed kind of businesses for which estimates are not shown separately in Table 1. For these kinds of business (identified by * in Table 2) the trends are based only on the weighted sales of identical firms (i.e., firms reporting data for each of the months for which comparisons are made). Sales trends by geographic division are also shown for selected kinds of business (Table 3). In Table 3, the trends for geographic division are based on

weighted sales of identical firms; however, sales trends at the United States level are derived from the dollar volume estimates shown in Table 1.

Sales include sales of merchandise and receipts from repairs or other services to customers, after deducting returns and allowances, and discounts. Sales of merchandise for others on a commission basis are also included. Local and State sales taxes, and Federal excise taxes are included.

Inventories.--This report presents inventory trends by kind of business for the United States as a whole (Table 2) and by geographic division (Table 3). These inventory trends are based on the weighted inventories of identical firms (i.e., firm reporting data for each of the months compared).

Inventories represent stocks, at cost, of merchandise on hand for sale at the end of the month.

Stock-sales ratios.--These are presented by kind of business for the United States as a whole (Table 2) and by geographic division (Table 3). The stock-sales ratios are percentages derived by dividing weighted stocks, at cost, by weighted sales for only those firms reporting inventories in conjunction with sales in all three periods compared. Excluded from these ratios were all firms which report "zero" inventories (e.g., drop shippers). No adjustment is made in these calculations for the markup of sales, which varies from trade to trade. Stock-sales ratios for previous months shown in the current report may differ from those published in previous reports since the reporting panel varies.

4. Estimating Procedure

Each firm selected in the sample has an assigned weight which reflects its probability of selection in the sample. Large firms are selected with certainty, thus having a weight of one (1). Other firms are sampled at varying rates, depending upon size, with smaller firms having a lower probability of selection and thus a larger weight.

For most firms reporting, data are available for each of three months (current, previous, and year ago). New firms reporting provide data for at least two months (current and previous). Sales and inventory figures reported for each firm are multiplied by its weight (the reciprocal of its probability of selection) and the results summarized to obtain the dollar volume estimates, percentage changes and stock-sales ratios shown in this report.

Volume estimates.--The summation of the weighted reports of sales for each monthly panel provides unbiased dollar volume estimates, by kind of business, for two months--the current month and the preceding month. However, the published estimate is a "composite" of two estimates (a) the unbiased estimate for the current month obtained from the summation of the current month reports and (b) a ratio estimate obtained by multiplying the "composite" estimate for the previous month by the ratio of the current month unbiased to previous month unbiased estimates obtained from the summation of the current reports. The unbiased estimate (a) receives a weight of .3 while the ratio estimate (b) receives a weight of .7. The resulting weighted average provides a "composite" estimate of the dollar volume of sales considerably more reliable than either of the two estimates taken alone.

Percentage changes.--Two types of percentage change figures are presented in this report, viz., (1) percentage changes derived from dollar volume estimates (2) percent changes based on the weighted data from identical firms (i.e., those reporting data for each of the months for which comparisons are made). The percentage changes based on identicals however, should not be regarded as an unbiased measure of percentage change. Since only those establishments reporting in both periods compared are included, the net change due to births and deaths is not reflected in the ratios shown.

DESCRIPTION OF SAMPLE, ESTIMATING PROCEDURE, AND RELIABILITY OF THE DATA--Continued

5. Reliability of the Data

Estimates based on a sample are subject to sampling variability and thus are not expected to be in exact agreement with a complete census taken with the same enumeration procedures. For all trades combined, the sampling variability of the "composite" sales estimates for any individual month, is less than one percent at the one sigma level. That is to say, the chances are about two out of three that the estimated sales shown would differ by less than one percent from the results of a complete enumeration. The variability of estimates for kind-of-business groups and individual kinds of business is generally higher than for total merchant wholesale trade but for most trades the sampling variability is less than 5 percent at the one sigma level. Table 4 presents these sampling variabilities of the estimates for February, March, April and May 1958. Since these measures are also subject to sampling variability they should be regarded as giving a general rather than exact idea of the variability due to sampling.

The sampling variability of the ratios based on weighted identicals has not been evaluated. However, where these ratios are based on a small number of reports (viz., trends by geographic division) the sampling variability is usually quite high.

These measures do not include biases that may arise from other nonsampling errors, such as failure of respondent to submit correct figures or to submit a report in time for tabulation. In preparing the dollar volume estimates, an estimate is included for those firms that fail to respond. To the extent that the estimates for these firms may differ from the actual figures, nonresponse affects the reliability of the dollar volume estimate. As a result, dollar volume estimates are not published separately in a few trades where the nonresponse rate was considered too high to provide reliable level estimates. Approximately 10 percent of the total sales are imputed for nonresponse.

Table 4.--SAMPLING VARIABILITY--MONTHLY ESTIMATES OF SALES OF MERCHANT WHOLESALERS, BY KIND OF BUSINESS

Kind of business	Sampling error of monthly dollar value of sales					Sampling error of the ratio of sales	Kind of business	Sampling error of monthly dollar value of sales					Sampling error of the ratio of sales				
	1958							May 1958 from--		1958					May 1958 from--		
	Feb.	Mar.	Apr.	May	Apr. 1958			May 1957	Feb.	Mar.	Apr.	May		Apr. 1958	May 1957		
	Percent							Percent									
MERCHANT WHOLESALERS, TOTAL.....	1.2	1.1	1.1	0.9	0.6	0.8	NONDURABLE GOODS, TOTAL.....	1.7	1.4	1.3	1.2	0.8	1.0				
DURABLE GOODS, TOTAL.....	1.2	1.2	1.5	1.4	0.8	1.6	Grocery, confectionery, meat.....	2	2	2	2	1	2				
Automotive.....	4	4	4	4	3	4	General-line grocery.....	3	2	2	2	2	2				
Automotive equipment, tire-tube.....	4	4	4	3	3	3	Specialty-line grocery.....	4	7	7	6	2	6				
Electrical, electronics, appliances....	3	4	5	4	2	4	Confectionery.....	6	5	5	6	3	5				
Electrical apparatus, supplies.....	3	3	3	3	2	2	Meat, meat products.....	5	5	5	5	4	4				
Electrical appliances, TV, radio sets, electronic parts.....	4	6	7	7	3	6	Farm products (edible).....	4	3	3	3	2	2				
Furniture, home furnishings.....	4	3	3	3	2	3	Poultry, poultry products.....	6	5	6	5	3	6				
Furniture wholesalers.....	5	6	6	6	2	6	Fresh fruit, vegetables.....	5	4	5	5	3	3				
Home furnishings, floor coverings....	4	3	4	3	2	4	Beer, wine, distilled spirits.....	2	3	3	3	2	2				
Hardware, plumbing-heating goods.....	2	2	1	2	1	2	Beer, ale.....	4	5	5	4	3	2				
Hardware.....	3	2	2	2	1	3	Wine, distilled spirits.....	3	3	3	3	2	2				
Plumbing, heating equipment, supplies.....	3	3	3	4	2	4	Drugs, chemicals, allied products....	2	3	3	2	2	2				
Lumber, construction materials.....	3	3	2	3	2	3	Drugs (general and specialty lines)..	3	4	3	3	2	2				
Lumber, millwork.....	4	6	5	5	4	6	Industrial chemicals, explosives....	6	6	6	5	4	5				
Construction materials.....	6	5	4	4	2	5	Paint, varnish.....	4	5	4	4	3	4				
Machinery, equipment, supplies.....	2	2	3	3	2	2	Tobacco.....	2	3	2	3	2	3				
Industrial machinery, equipment, supplies.....	5	5	6	6	4	4	Dry goods, apparel.....	4	3	4	3	2	3				
Professional equipment, supplies....	5	5	5	5	2	5	Clothing, furnishings, footwear....	6	5	9	7	6	7				
Service establishment supply houses..	5	3	4	4	2	4	Dry goods (general and specialty lines).....	6	5	4	5	2	6				
Metals, metalwork (except scrap).....	3	3	2	3	2	4	Paper, allied products.....	3	3	3	2	1	2				
Iron, steel and products.....	5	4	3	4	3	5	Paper.....	3	3	3	2	2	2				
Nonferrous metals.....	4	3	3	5	1	6	Amusement, sporting goods.....	5	6	4	4	4	4				
Scrap, waste materials.....	4	4	5	4	2	5	Coal wholesalers.....	7	3	3	4	2	4				
Iron, steel scrap.....	8	6	7	4	3	6	Farm supplies wholesalers.....	5	5	6	8	4	5				
Waste materials.....	7	7	8	8	2	9											

Note: The above table provides approximate measures of the sampling variability of the dollar volume estimates of sales and of the ratios between sales for the two months specified. The ratio between sales for two consecutive months generally has a smaller sampling error than either the ratios between sales for two months a year apart or estimates of the level of sales. These sampling errors are themselves subject to sampling variability and thus should be regarded as giving a general rather than exact idea of the variability due to sampling. Differences from month to month may be due to this error in the estimates of sampling error. Differences may also result from seasonal or cyclical fluctuation in the sales of individual firms.

The sampling errors shown above can be converted to a range by the following computation: Multiply the sampling error by the estimate (whether it is a dollar volume estimate or a ratio). Add and subtract the resulting product from the published estimate. The resulting range is expected to include the "expected value" (that is, the value which could be obtained from a complete enumeration) about two out of three times. Doubling the sampling error and repeating the above process will give a range which will include the "expected value" about 19 out of 20 times.

To illustrate the computation of these ranges for monthly dollar volume estimates, consider the estimate made for all durable goods in May 1958. The published estimate is \$3,868 million while the sampling error shown for this month is 1.4 percent (or .014). Multiplying \$3,868 million by .014, we obtain \$54 million. Thus, the chances are two out of three that the "expected value" of the estimate is between \$3,814 and \$3,922 million. Doubling the given sampling error gives us the limits, \$3,760 to \$3,976 million, which will contain the "expected value" 19 out of 20 times.

As an example of the use of these sampling error data with ratios, consider the ratio of change from April 1958 to May 1958 for all durable goods. This ratio of change, obtained by dividing \$3,868 million by \$3,727 million, is 1.04 (it can also be expressed as a 4% increase). The sampling error of this statistic is 0.8 percent (.008). Multiplying 1.04 by .008, we obtain .008 as the standard error of the ratio. There is a probability of two out of three that the "expected ratio" is contained in the range 1.03 to 1.05 while there is a probability of 19 out of 20 that the "expected ratio" is contained in the range 1.02 to 1.06.

DESCRIPTION OF KINDS OF BUSINESS

All kinds of business in which merchant wholesalers operate are represented in this survey. The kinds of business shown in this report parallel broad classifications used in the 1954 Census of Business covering wholesale trade. Each establishment in this survey has been assigned a kind-of-business classification based upon its trade designation and an analysis of its sales by commodity lines as reported to the Bureau of the Census. A description of each kind-of-business classification in this report is given below.

DURABLE GOODSAutomotive wholesalers

Motor-vehicle distributors.--Merchant wholesale establishments primarily engaged in selling new and used passenger automobiles and similar motor vehicles, road-type trucks, truck tractors, busses, trailers, and semitrailers to dealers or to fleet operators, industrial accounts, and to commercial users. Dealers in road-type trucks, truck tractors, and truck trailers are included here on the basis of kind-of-goods sold. (Not shown separately in the accompanying table.)

Automotive equipment, tire-tube wholesalers.--Merchant wholesale establishments--frequently referred to as jobbers in this trade--primarily engaged in selling automotive equipment, accessories, parts, tires, tubes and garage equipment and tools.

Electrical, electronics, appliance distributors

Electrical apparatus, supplies wholesalers.--Merchant wholesale establishments selling a general line of electrical equipment and apparatus; wiring supplies and construction materials; lighting fixtures and lamps; radio and television sets and accessories; electric refrigerators and other electrical appliances and specialties; and electronic parts and equipment; and those primarily engaged in selling such electrical equipment and apparatus; wiring supplies and construction materials, and lighting fixtures and lamps, as conduits and fittings, interior wires and cables, wiring devices, safety switches, poles, crossarms, pole-line hardware, outside wires and cables, residential, commercial, and industrial lighting fixtures, and incandescent and fluorescent lamps. Establishments specializing in the sale of electrical prime movers and other electrical power equipment for the generation, transmission, or utilization of electric energy are also included.

Electrical appliances, TV, radio sets, electronic parts distributors.--Merchant wholesale establishments primarily engaged in selling such electrical appliances and specialties as radio and television sets, dish washers, electric refrigerators, electric ranges, washing machines, ironers, radio and television parts and accessories, home freezers, sewing machines, hot water heaters, electric irons, percolators, clocks, hotplates, vacuum cleaners, etc., and electronic tubes, electronic replacement parts and accessories, and transmission and sound equipment.

Furniture, home furnishings wholesalers

Furniture wholesalers.--Merchant wholesale establishments primarily engaged in selling home or office furniture--wooden, metal or other.

Home furnishings, floor coverings wholesalers.--Merchant wholesale establishments primarily engaged in selling household china, glassware, and earthenware; floor coverings (carpets, rugs, linoleums, etc.); antique home furnishings; and miscellaneous home furnishings such as brooms, brushes, curtains, draperies, pictures and picture frames, window shades, kitchen utensils, phonograph records, and musical instruments.

Hardware, plumbing, heating goods wholesalers

Hardware wholesalers.--Merchant wholesale establishments selling a general line of merchandise sufficiently broad to service retail hardware stores and the hardware departments of other outlets--general-line hardware wholesalers; and establishments primarily engaged in selling builders hardware, heavy hardware, shelf or light hardware, and hardware

specialties such as tools, cutlery, bolts, nuts, rivets, screws, padlocks, keys, and the like--specialty-line hardware wholesalers.

Plumbing, heating equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling plumbing and heating equipment and supplies such as plumbing fixtures, including sanitary ware; steam and hot water heating boilers, radiators, parts, and fittings; stoves, ranges, furnaces, and other types of heating apparatus (except electric); oil burners; gas appliances and supplies; plumbing pipe, valves, and fittings; and plumbers brass goods.

Lumber, construction materials distributors

Lumber, millwork wholesalers.--Merchant wholesale establishments primarily engaged in selling lumber and millwork such as rough, dressed, and finished lumber; sheathing, siding, flooring, shingles, plywood, veneers, doors, sashes, frames, interior woodwork and trim.

Construction materials distributors.--Merchant wholesale establishments primarily engaged in selling such construction materials as brick, tile, and terra cotta; cement, lime, and plaster; building glass; sand, gravel, and crushed stone, ready-mixed concrete; roofing, siding and insulation; and stone, slate, concrete products, and building board.

Machinery, equipment, supplies distributors

Air conditioning, commercial refrigeration equipment distributors.--Merchant wholesale establishments primarily engaged in selling commercial refrigeration equipment (including electric) such as refrigerators, display cases, freezers, dispensers, water coolers, food locker equipment; and those selling air conditioning and ventilating equipment and supplies, including fans, blowers, and accessories. Establishments specializing in the sale of commercial refrigeration components and accessories are also included in this classification.

Commercial machines, equipment distributors.--Merchant wholesale establishments primarily engaged in selling office machines and equipment (except furniture) such as adding machines, typewriters, addressing, duplicating, sealing, computing, stapling, accounting, and statistical machines; restaurant and hotel equipment such as coffee urns, steam tables, china, glassware, silverware, linens, and related items; store machines and fixtures such as display fixtures, show racks, pricing equipment, cash registers, scales, meat slicers and grinders, coffee grinders, etc.; and such related equipment as florists' supplies, theater supplies and equipment, and parking meters. Establishments primarily engaged in selling to users are included, as well as those selling to dealers.

Industrial machinery, equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling industrial machinery, equipment, and supplies to manufacturing and mining concerns. Included here are establishments selling industrial machinery; industrial belting, hose, and packing; machine tools, mine and mill supplies; oil well and oil refining supplies; printing machinery and supplies; industrial rope, cordage, and twine; industrial materials, handling equipment; power transmission equipment; and machinery and equipment for such industries as food products, woodworking, shoe manufacturing, tanning, textile, and paper and pulp.

Professional equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling dental supplies (chairs, sterilizers, cabinets, instruments, dental gold and alloys, waxes, teeth, and the like); religious supplies (church goods and religious articles such as statuary, vestments, fonts, candles, religious pictures, calendars, literature, etc.); school equipment and supplies (desks, blackboards, chalk, rulers, wall and globe maps, etc.); optical goods; surgical, medical, hospital supplies, and equipment; artists supplies; engineering instruments and supplies; and supplies for other professions.

Surgical, medical, hospital supply houses.--Merchant wholesale establishments primarily engaged in selling surgical and medical instruments; doctors apparatus and equipment; orthopedic appliances; artificial limbs; operating room and other hospital equipment; X-ray machines and accessories and other scientific instruments used by physicians and in hospitals.

Service establishments, supply houses.--Merchant wholesale establishments primarily engaged in selling barber and beauty supplies; laundry, dry cleaning equipment, supplies (washing, drying, ironing, and pressing machines; laundry soaps and chemicals; dry cleaning fluids, marking equipment, etc.); shoe service supplies and equipment, undertakers supplies (caskets, burial vaults, burial garments, embalming chemicals and preparations, and other morticians and funeral equipment); upholsterers supplies (fabrics, leather and fillings, and other types of supplies used in the upholstery trade); and miscellaneous service equipment, such as janitors' supplies, furriers' supplies, bootblack's supplies, and hat cleaners' supplies.

Other machinery, equipment supplies distributors (not shown separately in accompanying table).--Merchant wholesale establishments primarily engaged in selling (a) transportation equipment such as aircraft and aeronautical equipment, supplies; railroad equipment, supplies; marine equipment, supplies; and other transportation equipment and supplies; (b) construction machinery, equipment such as road building machinery, excavating and dredging machinery, derricks, cranes, hoists, and winches; and related construction equipment as pneumatic hammers, concrete construction clamps and forms, scaffolding, chutes, and wheelbarrows--but not construction materials, and (c) farm-garden machinery, equipment (including tractors) used in the preparation and maintenance of the soil, the planting and harvesting of crops, and other operations and processes pertaining to agriculture; dairy machinery and equipment, such as milking machines and cream separators; poultry equipment, such as incubators, brooders, and feeders and irrigation equipment.

Metals, metalwork (except scrap) distributors

Iron, steel, and products distributors.--Merchant wholesale establishments usually referred to as steel warehouses--primarily engaged in selling iron and steel products such as semifinished forms and shapes, plates, sheets, strips, bars, structural shapes, piling, nails, tubular products, wire products, forgings and castings. Steel warehouses of firms operating steelworks and rolling mills are also included here.

Nonferrous metals distributors.--Merchant wholesale establishments primarily engaged in selling nonferrous metals and metalwork such as aluminum, copper, tin, brass, lead and zinc.

Scrap, waste materials dealers

Iron, steel scrap dealers.--Merchant wholesale establishments primarily engaged in assembling, breaking up, sorting, and selling all forms of iron and steel scrap.

Waste materials dealers.--Merchant wholesale establishments primarily engaged in assembling, sorting, and selling such waste materials as nonferrous scrap metals, waste paper, rags, wiping cloths, textile wastes, scrap rubber, and other waste and salvage materials. Scrap iron and steel may be handled as secondary lines.

Jewelry wholesalers

Jewelry wholesalers.--Merchant wholesale establishments primarily engaged in selling a general- or specialty-line of jewelry such as clocks and watches; precious stones and metals; watch materials, jewelers supplies; costume jewelry; and miscellaneous items such as silverware, plated ware, medals, trophies, semiprecious stones, and insignia.

NONDURABLE GOODS

Grocery, confectionery, meat wholesalers

General-line grocery wholesalers.--Merchant wholesale establishments handling a general line of dry groceries and

processed foods usually sold in retail grocery stores, such as canned foods, flour, sugar, coffee, tea and spices, as well as such nonfood items as household chemicals, soaps and detergents, paper products, brooms, brushes, etc. Voluntary group wholesalers, retailer-cooperative warehouses, and cash-and-carry depots are included, as well as nonaffiliated general-line grocery wholesalers.

Specialty-line grocery wholesalers.--This classification includes two general types of merchant wholesale establishments: Those handling a combination of grocery items, no one item predominating, but not a sufficiently broad line of commodities to be classified as "general line"; and those primarily engaged in selling specialized lines of groceries and related products, such as canned foods; coffee, tea, and spices; dairy products; dried fruits and nuts; frosted and frozen foods; fish and seafood; bakery products; packaged breakfast cereals; flour; cooking oils and shortening; and soft drinks.

Confectionery wholesalers.--Merchant wholesale establishments primarily engaged in selling candy, chewing gum, popcorn, potato chips, salted nuts, fountain fruits and syrups, and related items. Cigars, cigarettes, and other products are also frequently handled as secondary lines.

Meat, meat products wholesalers.--Merchant wholesale establishments primarily engaged in selling fresh, frozen, cured or processed (but not canned) meats, lard, and other edible meat products. Secondary lines such as butter, cheese, eggs, dressed poultry, vegetable shortening, and canned meats are frequently handled.

Farm products (edible) distributors

Poultry, poultry products distributors.--Merchant wholesale establishments primarily engaged in selling live or dressed poultry, eggs, and related products. Establishments primarily engaged in dressing poultry are considered manufactures.

Fresh fruit, vegetable wholesalers.--Merchant wholesale establishments primarily engaged in selling fresh fruits, vegetables, berries, melons, and related items.

Beer, wine, distilled spirits wholesalers

Beer, ale distributors.--Merchant wholesale establishments primarily engaged in selling beer, ale, porter, stout and other fermented malt liquors, soft drinks, confectionery, tobacco, wines, and spirits are frequently handled as secondary lines.

Wine, distilled spirits wholesalers.--Merchant wholesale establishments primarily engaged in selling wines, whiskey, gin, rum, brandy, and other spirits, including neutral spirits and ethyl alcohol used in blending. Merchants who bottle and sell wines and distilled spirits manufactured in bulk by others, liquor departments of drug wholesalers, and State-operated wholesale outlets are included. State depots primarily engaged in supplying State liquor stores, however, are not included in wholesale trade.

Drugs, chemicals, allied products wholesalers

Drug wholesalers (general and specialty lines)

General-line drug wholesalers (not shown separately).--Merchant wholesale establishments engaged in selling a full line of drugs, pharmaceuticals, proprietary medicines, druggists rubber good, cosmetics, toiletries, drug sundries, and related merchandise. Cooperatives and voluntary group wholesalers handling a full line of drugs are also included in this classification. Liquor departments of drug wholesalers, however, are included with "Wines and distilled spirits wholesalers."

Specialty-line drug wholesalers (not shown separately).--Merchant wholesale establishments primarily engaged in selling proprietary medicines, toilet preparations, and articles such as drugs, perfumes, cosmetics, powders, shaving preparations, toilet soap, dentifrices, combs, brushes, mirrors, medical glass, bandages, rubber goods, and antiseptics.

Industrial chemicals, explosives wholesalers.--Merchant wholesale establishments primarily engaged in selling such

industrial and heavy chemicals as coal-tar chemicals, plastics, compressed and liquefied gases (except LP gas), acids, ammonia, soda, industrial alcohols, explosives, dye-stuffs, naval stores, etc. Concerns primarily engaged in selling pyrotechnics and ammunition for small arms are included in "Amusement and sporting goods wholesalers."

Paint, varnish wholesalers.--Merchant wholesale establishments primarily engaged in selling paints, varnishes, lacquers, enamels, calcimines, shellac, and stains. Glass, wallpaper, painters supplies, oils, chemicals, and related products are frequently handled as secondary lines.

Tobacco distributors

Tobacco distributors.--Merchant wholesale establishments primarily engaged in selling manufactured tobacco products such as cigars, cigarettes, chewing and smoking tobacco, and snuff. Confectionery, smokers articles, razor blades, playing cards, etc., are frequently handled as secondary lines.

Dry goods, apparel wholesalers

Clothing, furnishings, footwear wholesalers.--Merchant wholesale establishments primarily engaged in selling men's, boys' clothing, and furnishings (including suits, coats, overcoats, work clothing, hats and caps, shirts, ties, and underwear); women's, children's clothing, furnishings, and accessories (including suits, dresses, and skirts); furs and fur clothing; millinery, millinery supplies; shoes and other footwear; work clothing; and related lines.

Dry goods wholesalers (general and specialty lines)

General-line dry goods wholesalers (not shown separately).--Merchant wholesale establishments engaged in selling a diversified combination of lines usually sold in retail dry goods and general merchandise stores, including piece goods, home furnishings, work clothing, dresses, infants' wear, notions, and hosiery. Men's and women's clothing, furnishings, and millinery frequently constitute secondary lines.

Specialty-line dry goods wholesalers (not shown separately).--Merchant wholesale establishments primarily engaged in selling hosiery, underwear, piece goods, knit and lace goods, fancy linen and needlework and notions (thread, tapes, needles, pins, buttons, hair accessories, zippers, and shoe laces).

Piece goods converters.--Merchant wholesale establishments which purchase textiles in the gray or unfinished form, have them dyed and/or finished by others, usually on a contract basis, and sell to the cutting-up trade, garment makers, wholesalers, or retailers. Converters operating bleaching, dyeing, and finishing plants are not considered as merchant wholesalers.

Paper, allied products wholesalers

Paper wholesalers.--Merchant wholesale establishments primarily engaged in selling wrapping paper and other coarse paper; fine paper (writing papers, reproduction paper stock,

cover, text, thin, and other fine papers); newsprint and book paper; paperboard; and converted paper products such as bags, boxes, cups, dishes, towels, napkins, tissues, and bottle caps.

Stationery, wallpaper wholesalers.--Merchant wholesale establishments primarily engaged in selling commercial and social stationery, including envelopes, typewriter and mimeograph paper in cut sizes, file cards and folders; and office supplies such as pens, pencils, writing inks, carbon paper, paper clips, typewriter ribbons, greeting cards, and erasers; and embossed and printed wallpaper for use in covering or decorating interior walls and ceilings.

Farm products (raw materials) merchants

Farm products (raw materials) merchants.--Merchant wholesale establishments primarily engaged in selling cotton, grain, hides, skins, raw furs, livestock, leaf tobacco, wool, mohair, horses and mules, and other inedible products such as broomcorn, moss, hair, feathers, bristles, and fibers. This classification includes merchants (including terminal elevators) primarily engaged in selling raw farm products in marketing centers. Dealers buying such products direct from farmers and assembling them at local production points are classified as "assemblers" and not included here.

Other nondurable goods wholesalers

Amusement, sporting goods distributors.--Merchant wholesale establishments primarily engaged in selling cameras and photographic goods (cameras, parts, and accessories, projection apparatus, enlargers, developing and printing room apparatus and accessories, sensitized unexposed photographic supplies and equipment); sporting goods (toys, games, novelties, fireworks, bicycles, sporting goods, and athletic goods); and other recreation goods such as playground equipment, billiard and bowling equipment and supplies; and hobby goods.

Book, magazine, newspaper wholesalers.--Merchant wholesale establishments primarily engaged in selling books, magazines, periodicals, newspapers, and related items.

Coal wholesalers.--Merchant wholesale establishments primarily engaged in selling bituminous coal, anthracite coal, and coke. This includes firms with coal yards as well as those selling goods shipped directly from mine to customer.

Farm supplies wholesalers.--Merchant wholesale establishments primarily engaged in selling mixed and other feeds; fertilizers, fertilizer materials, and agricultural chemicals; seeds (farm, garden, and flower); and miscellaneous farm supplies such as hay, straw, and alfalfa.

Merchant wholesalers, n.e.c.--(Not shown separately in the accompanying table.) Merchant wholesale establishments primarily engaged in selling petroleum products, cut flowers and potted plants; forest products except lumber; inedible oils and fats; textiles and materials other than dry goods; industrial yarns; crude rubber; ores; sponges; artificial leather; wood pulp; artificial flowers; and products not elsewhere classified; and establishments handling a line of merchandise too broad to be included in any of the classifications outlined above.

MONTHLY WHOLESALE TRADE REPORT

U. S. DEPARTMENT OF COMMERCE

Lewis L. Strauss, Secretary

BUREAU OF THE CENSUS

Robert W. Burgess, Director

OCTOBER 1958

FOR RELEASE
DECEMBER 9, 1958

SALES AND INVENTORIES

Sales

Sales of merchant wholesalers, for the second successive month, showed an increase over the year-ago level. October 1958 sales, estimated at \$11.2 billion, were 4 percent over last October. However, cumulative sales for the first 10 months of 1958, totaling \$95.2 billion, were 4 percent below sales for the same period of 1957.

Between September and October of this year, sales of merchant wholesalers rose by 8 percent. Sales in the durable goods trades, in total, amounting to \$4.7 billion in October 1958, were 7 percent above September and 4 percent higher than sales a year ago. Sales in the nondurable goods trades, at \$6.5 billion, showed a somewhat larger increase (9%) over previous month sales but reflected the same gain (4%) over a year ago as the durable goods trades.

Only one trade (farm supplies) reported a decline from September sales. Substantial increases were registered by wholesalers of stationery, wallpaper (27%), wine, distilled spirits (21%), home furnishings, floor coverings (17%), jewelry (17%), waste materials (15%), and farm products (raw materials) (15%). Most trades also reported higher sales than October a year ago. The largest gain was noted by farm products merchants (22%). However, substantial declines were indicated by industrial machinery, equipment distributors (16%), coal wholesalers (17%); and by iron, steel scrap dealers (21%) who registered the sharpest decline for the 13th consecutive month.

All geographic divisions reported higher sales than during last month or a year ago. The West South Central Division reported the largest increase (10%) over September; the Mountain Division reported the biggest gain (12%) over October of last year.

Inventories

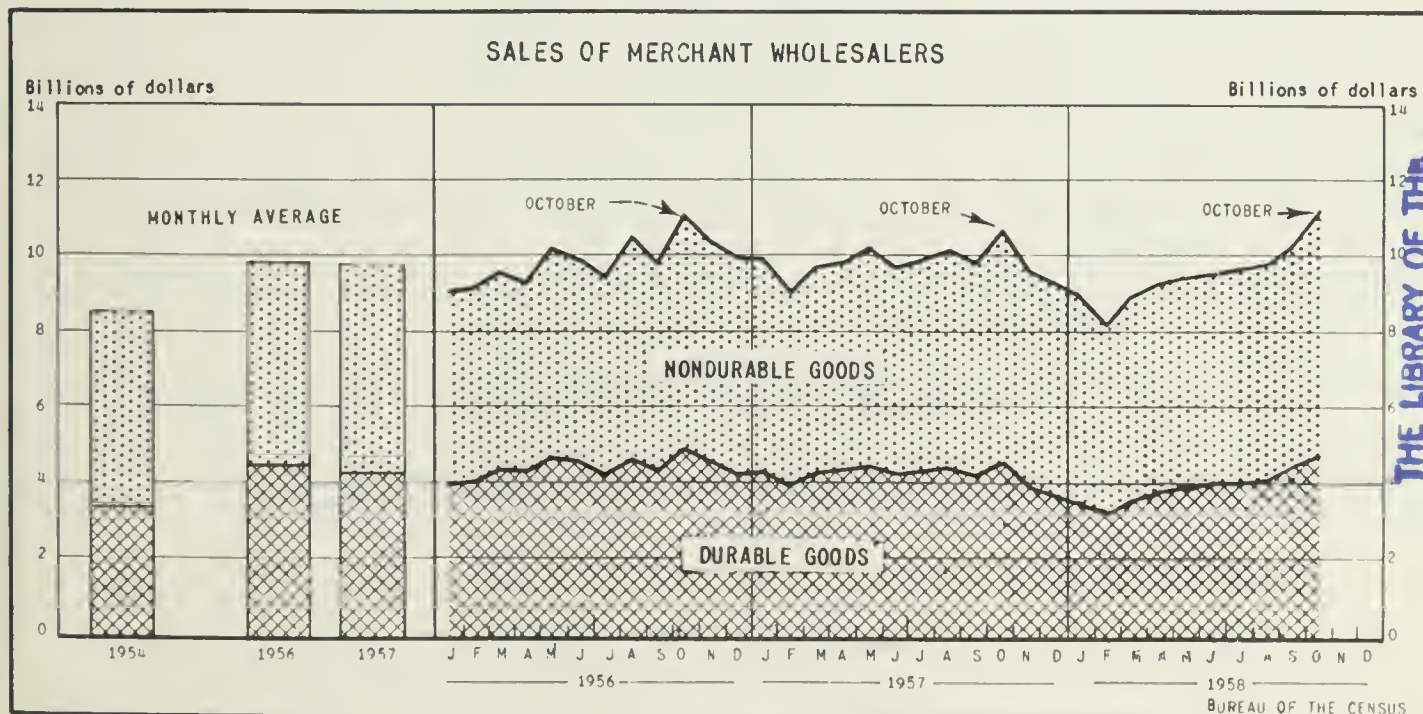
Inventories of wholesalers rose 2 percent during October but were unchanged from the level of stocks on hand last October. Durable goods stocks at the end of October were unchanged from September but off 3 percent from a year ago. In contrast, inventories of nondurable goods were 4 percent above last month as well as October a year ago.

The October 1958 stock-sales ratio for all merchant wholesalers reporting inventories in conjunction with their sales was 120 percent, down 7 points from September and 5 points lower than the October 1957 ratio. The October stock-sales ratio for durable goods trades was 155 compared to the nondurable goods trades ratio of 92.

While most geographic divisions reported little or no change from the level of previous month inventories, increases of 4 percent in the West South Central and 10 percent in the East South Central Divisions were noted. Compared with a year ago, changes in inventories ranged from a decline of 3 percent in New England, the Middle Atlantic, and Pacific Divisions to an increase of 8 percent in the West South Central Division.

General

This report includes monthly dollar volume estimates of sales of merchant wholesalers by kind of business from October 1957 through October 1958. These data are based on a probability sample representative of all merchant wholesalers in the country. A description of this sample and approximate measures of the reliability of the data are included on pages 8 and 9. Also included in this report are sales and inventory trends and stock-sales ratios by kind of business, for the United States as a whole and by geographic division.



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An advance release of October 1958 data was issued on December 2, 1958.

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UNIVERSITY OF ILLINOIS

Table 1.--ESTIMATED MONTHLY SALES OF MERCHANT WHOLESALERS¹--UNITED STATES, BY KIND OF BUSINESS

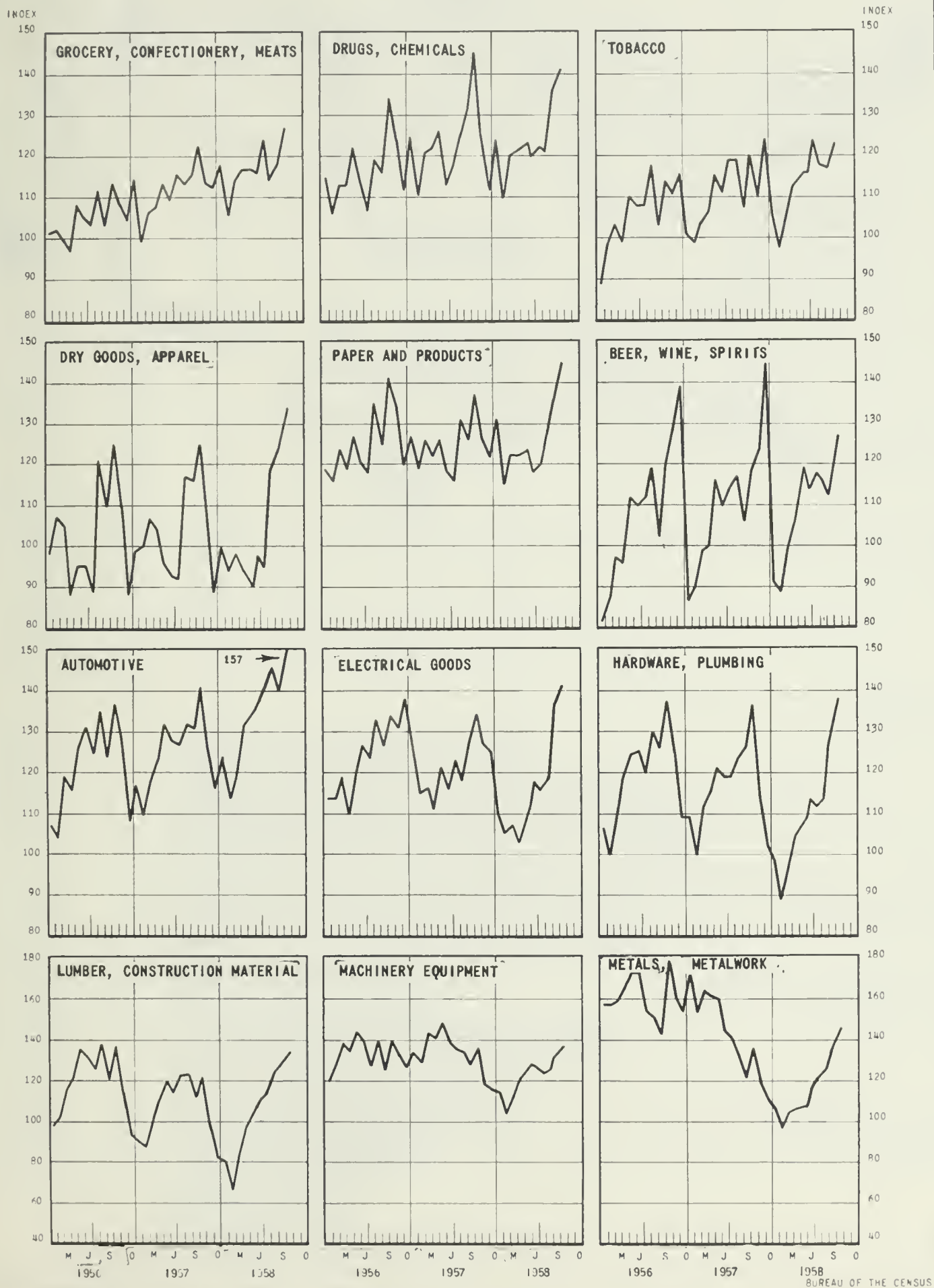
1957 AND 1958

(Sales in millions of dollars)

Kind of business	1958										1957			Total 10 mos.	
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Oct.	Nov.	Dec.	1958	1957
MERCHANT WHOLESALERS, TOTAL.....	8,972	8,179	8,863	9,213	9,435	9,480	9,663	9,825	10,336	11,163	10,713	9,590	9,325	95,169	99,038
DURABLE GOODS, TOTAL.....	3,493	3,181	3,501	3,727	3,868	3,972	3,958	4,134	4,395	4,700	4,511	3,907	3,656	38,969	42,887
Automotive wholesalers.....	410	378	394	438	449	453	468	484	463	521	467	418	386	4,458	4,168
Automotive equipment, tire-tube wholesalers	350	324	337	368	371	376	387	379	389	426	406	359	329	3,707	3,502
Electrical,electronics,appliance distributors	584	558	584	558	590	626	611	631	724	746	709	667	660	6,217	6,368
Electrical apparatus, supplies distributors	260	263	277	269	292	312	299	298	339	340	341	311	312	2,949	3,110
Electrical appliances, TV, radio sets, electronic parts, distributors.....	323	295	307	289	298	314	318	332	385	406	368	356	349	3,268	3,258
Furniture, home furnishings wholesalers.....	168	170	191	197	192	198	194	218	229	256	245	223	208	2,013	2,044
Furniture wholesalers.....	58	55	59	57	57	62	64	73	75	76	78	71	69	636	676
Home furnishings, floor coverings whole- salers.....	110	114	132	140	135	136	130	144	154	180	167	152	139	1,375	1,369
Hardware, plumbing-heating goods wholesalers.	362	327	356	386	400	416	412	417	465	506	499	415	372	4,047	4,316
Hardware wholesalers.....	165	151	170	184	186	183	181	183	203	216	215	177	164	1,822	1,950
Plumbing, heating equipment, supplies distributors.....	197	176	186	202	214	233	231	235	263	290	284	238	208	2,227	2,366
Lumber, construction materials distributors..	444	364	458	536	585	610	644	684	698	733	666	538	448	5,756	6,040
Lumber, millwork wholesalers.....	242	208	248	277	301	307	328	350	369	378	331	269	232	3,008	3,186
Construction materials distributors.....	202	156	210	258	284	303	317	334	330	355	335	269	216	2,749	2,853
Machinery, equipment, supplies distributors..	954	867	937	1,023	1,074	1,066	1,022	1,053	1,097	1,148	1,141	985	963	10,241	11,442
Industrial machinery, equipment supplies distributors.....	442	381	391	419	442	408	395	413	438	458	548	455	457	4,187	5,401
Professional equipment, supplies distrib- utors.....	87	84	91	91	90	95	98	107	111	111	99	91	92	965	875
Service establishment supply houses.....	113	106	112	117	121	125	116	115	128	135	120	106	106	1,188	1,140
Metals, metalwork (except scrap) distributors	295	272	291	300	304	327	338	354	382	407	378	331	305	3,270	4,152
Iron, steel and products distributors.....	200	184	197	209	208	226	238	256	271	289	257	217	184	2,278	2,830
Nonferrous metals distributors.....	94	88	94	91	97	100	99	98	111	118	121	114	122	990	134
Scrap, waste materials dealers.....	223	194	237	232	217	215	214	233	249	277	303	229	212	2,291	3,570
Iron, steel scrap dealers.....	119	108	133	128	111	114	111	130	140	151	192	132	122	1,245	2,326
Waste materials dealers.....	104	86	104	104	106	101	103	103	109	125	111	97	90	1,045	1,243
NONDURABLE GOODS, TOTAL.....	5,479	4,998	5,362	5,486	5,567	5,508	5,705	5,691	5,941	6,463	6,202	5,683	5,669	56,200	56,152
Grocery, confectionery, meat wholesalers.....	1,705	1,512	1,646	1,684	1,688	1,675	1,786	1,645	1,706	1,830	1,755	1,622	1,615	16,877	16,012
General-line grocery wholesalers.....	729	672	688	715	727	706	753	713	750	785	758	679	650	7,238	6,893
Specialty-line grocery wholesalers.....	606	528	612	596	595	620	637	561	574	629	634	607	616	5,958	5,849
Confectionery wholesalers.....	56	51	54	53	54	53	54	53	55	62	61	58	57	545	522
Meat, meat products wholesalers.....	315	262	292	319	312	297	341	319	327	353	302	278	292	3,137	2,749
Farm products (edible) distributors.....	377	353	403	450	446	416	432	380	371	404	419	402	415	4,032	3,940
Poultry, poultry products distributors.....	142	120	136	156	143	134	146	153	156	167	163	166	165	1,453	1,275
Fresh fruit, vegetable wholesalers.....	235	233	267	294	303	282	285	227	215	237	256	236	251	2,578	2,665
Beer, wine, distilled spirits wholesalers....	429	426	470	501	564	539	560	552	533	603	561	583	683	5,177	5,005
Beer, ale distributors.....	161	151	172	198	226	227	253	245	210	211	198	185	209	2,054	2,068
Wine, distilled spirits wholesalers.....	268	275	298	303	339	312	307	308	323	392	363	398	474	3,125	2,938
Drugs, chemicals, allied products wholesalers	349	309	336	341	345	338	342	339	381	397	406	350	315	3,477	3,477
Drug wholesalers (general and specialty lines).....	228	202	219	214	215	211	218	215	248	259	271	234	209	2,229	2,199
Industrial chemicals,explosives wholesalers	100	88	95	100	102	98	94	96	103	109	107	92	85	985	1,007
Paint, varnish wholesalers.....	21	19	22	26	28	29	30	29	29	29	28	24	20	262	270
Tobacco distributors.....	284	262	282	302	311	310	332	315	312	330	320	295	332	3,040	2,952
Dry goods, apparel wholesalers.....	475	445	463	446	429	465	451	564	586	635	593	506	424	4,961	4,973
Clothing, furnishings,footwear wholesalers.	161	157	180	163	150	143	160	227	228	247	221	208	149	1,816	1,783
Dry goods wholesalers (general and specialty lines).....	192	174	168	167	164	190	182	207	219	230	240	190	172	1,891	2,003
Paper, allied products wholesalers.....	324	285	300	301	303	291	295	315	336	357	339	312	301	3,107	3,081
Paper wholesalers.....	287	251	264	263	266	255	259	276	295	306	290	265	258	2,722	2,650
Amusement, sporting goods wholesalers.....	85	86	90	99	100	99	100	103	120	127	129	126	124	1,009	1,041
Coal wholesalers.....	103	98	86	71	81	80	67	75	83	90	108	99	100	834	1,081
Farm supplies wholesalers.....	123	124	146	160	138	116	109	116	125	122	106	96	96	1,279	1,249

¹ Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding.

SALES OF MERCHANT WHOLESALERS—KINDS OF BUSINESS
1956, 1957 AND 1958
1954 MONTHLY AVERAGE = 100



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS

OCTOBER 1958

Kind of business	Sales*			Inventory, end-of-month (at cost)		Stock-sales ratios		
	Percent change			Percent change, Oct. 1958 from--		(percent)		
	Oct. 1958 from--		10 mos. 1958 from 10 mos. 1957	Oct. 1958 from--		October 1958	October 1957	September 1958
	October 1957	September 1958		October 1957	September 1958			
MERCHANT WHOLESALERS, TOTAL.....	+4	+8	-4	0	+2	120	125	127
DURABLE GOODS, TOTAL.....	+4	+7	-9	-3	0	155	163	164
Automotive wholesalers	+12	+13	+7	+1	+2	177	180	187
Automotive equipment, tire-tube wholesalers.....	+5	+10	+6	+1	+3	187	187	200
Electrical, electronics, appliance distributors.....	+5	+3	-1	-7	+3	155	166	153
Electrical apparatus, supplies distributors.....	0	0	-5	-4	+3	143	145	140
Electrical appl., TV, radio sets, electronic parts, distributors	+10	+5	0	-8	+2	166	187	167
Furniture, home furnishings wholesalers.....	+4	+12	-2	-12	0	158	179	169
Furniture wholesalers.....	-3	+1	-6	-10	+1	146	164	148
Home furnishings, floor coverings wholesalers.....	+8	+17	0	-12	-1	162	185	177
Hardware, plumbing-heating goods wholesalers.....	+1	+9	-6	-3	-1	167	180	181
Hardware wholesalers.....	0	+6	-7	-8	-2	173	195	187
Plumbing, heating equipment, supplies distributors.....	+2	+10	-6	+3	-1	162	165	175
Lumber, construction materials distributors.....	+10	+5	-5	-3	0	80	96	83
Lumber, millwork wholesalers.....	+14	+2	-6	-5	0	100	131	103
Construction materials distributors.....	+6	+8	-4	-1	0	66	72	68
Machinery, equipment, supplies distributors.....	+1	+5	-10	0	0	180	176	191
Air conditioning, commercial refrigeration equipment, distributors*.....	0	+3	0	+3	0	186	176	184
Commercial machines, equipment distributors*.....	+17	+5	-3	+10	+2	120	127	124
Industrial machinery, equipment, supplies distributors.....	-16	+5	-22	-4	+2	191	159	197
Professional equipment, supplies distributors.....	+12	0	+10	+7	+3	170	170	174
Surgical, medical, hospital supply houses*.....	+6	+8	+6	+17	+9	166	153	168
Service establishment supply houses.....	+13	+5	+4	+4	+1	125	130	132
Metals, metalwork (except scrap) distributors.....	+8	+7	-21	-10	+2	184	221	214
Iron, steel and products distributors.....	+12	+7	-20	-12	-1	223	263	245
Nonferrous metals distributors.....	-2	+6	-25	0	+2	110	101	114
Scrap, waste materials dealers.....	-9	+11	-36	+24	+3	77	56	89
Iron, steel scrap dealers.....	-21	+8	-46	+38	+3	87	51	103
Waste materials dealers.....	+13	+15	-16	+8	+4	64	63	72
Jewelry wholesalers*.....	+13	+17	-5	-9	-3	171	204	235
NONDURABLE GOODS, TOTAL.....	+4	+9	0	+4	+4	92	94	96
Grocery, confectionery, meat wholesalers.....	+4	+7	+5	+2	+2	66	69	69
General-line grocery wholesalers.....	+4	+5	+5	+5	+5	86	88	88
Voluntary groups*.....	+6	+5	+8	+8	+6	87	85	86
Retailer-cooperative*.....	+19	+15	+7	+13	+3	66	70	72
Nonaffiliated*.....	-5	+5	+4	0	+4	101	103	102
Specialty-line grocery wholesalers.....	-1	+10	+2	-5	0	70	74	74
Confectionery wholesalers.....	+2	+13	+4	+1	-2	65	67	74
Meat, meat products wholesalers.....	+17	+8	+14	+23	+6	17	16	18
Farm products (edible) distributors.....	-4	+9	+2	-3	+14	24	25	25
Poultry, poultry products distributors.....	+2	+7	+14	-14	+9	18	20	19
Fresh fruit, vegetable wholesalers.....	-7	+10	-3	+1	+16	28	27	28
Beer, wine, distilled spirits wholesalers.....	+7	+13	+3	+2	+5	109	113	115
Beer, ale distributors.....	+7	0	-1	+5	-2	59	64	60
Wine, distilled spirits wholesalers.....	+8	+21	+6	+1	+7	144	144	163
Drugs, chemicals, allied products wholesalers.....	-2	+4	0	+3	+2	145	139	149
Drug wholesalers (general and specialty lines).....	-4	+4	+1	+4	+4	163	149	162
Industrial chemicals, explosives wholesalers.....	+2	+6	-2	+1	-4	98	103	111
Paint, varnish wholesalers.....	+4	0	-3	+3	-1	153	158	155
Tobacco distributors.....	+3	+6	+3	+6	+1	58	58	61
Dry goods, apparel wholesalers.....	+7	+8	0	-5	-2	146	154	166
Clothing, furnishings, footwear wholesalers.....	+12	+8	+2	-9	-2	148	159	179
Dry goods wholesalers (general and specialty lines).....	-4	+5	-6	+1	-2	135	136	145
Piece goods converters*.....	-2	+16	-6	-8	+1	170	188	190
Paper, allied products wholesalers.....	+5	+6	+1	0	-1	105	106	113
Paper wholesalers.....	+6	+4	+3	+1	0	101	101	107
Stationery, wallpaper wholesalers*.....	+4	+27	-3	-2	-2	133	141	163
Farm products (raw materials) merchants*.....	+22	+15	-5	+12	+15	117	134	132
Other nondurable goods wholesalers*.....	-2	+1	-5	+7	+3	103	99	100
Amusement, sporting goods distributors.....	-2	+6	-3	-6	0	148	170	160
Book, magazine, newspaper wholesalers*.....	0	+1	+5	-1	+4	112	109	115
Coal wholesalers.....	-17	+8	-23	-14	+10	98	102	95
Farm supplies wholesalers.....	+15	-2	+2	+8	+7	148	141	137

* See text, page 8.

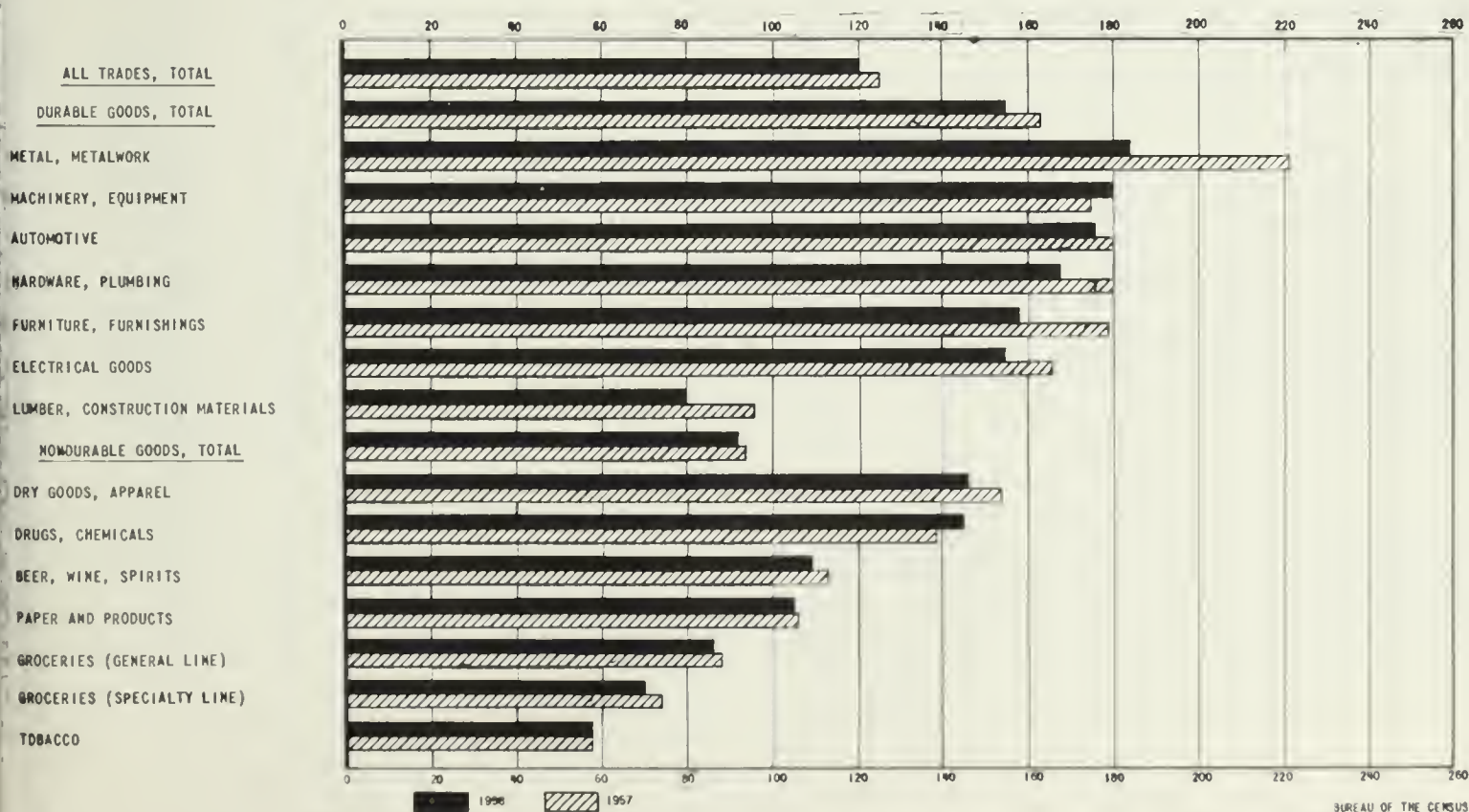
UNITED STATES, BY GEOGRAPHIC DIVISION

SALES OF MERCHANT WHOLESALERS
TEN MONTHS 1958 COMPARED WITH TEN MONTHS 1957
(Percent change)



STOCKS—SALES RATIOS OF MERCHANT WHOLESALERS IN SELECTED KINDS OF BUSINESS,
OCTOBER 1958 COMPARED WITH OCTOBER 1957

(Percent)



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Table 3.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS

OCTOBER 1958

Kind of business and geographic division (see map page 5)	Sales*			Inventory, end-of-month		Stock-sales ratios		
	Percent change			(at cost)		(percent)		
	October 1958 from--		10 mos. 1958 from 10 mos. 1957	Percent change, October 1958 from--		October 1958	October 1957	September 1958
	October 1957	September 1958		October 1957	September 1958			
MERCHANT WHOLESALERS, TOTAL.....	+4	+8	-4	0	+2	120	125	127
New England.....	+6	+7	-4	-3	0	109	121	115
Middle Atlantic.....	+2	+8	-5	-3	+1	101	106	110
East North Central.....	+1	+9	-7	-1	+1	118	122	126
West North Central.....	+6	+5	+2	-1	+1	124	135	126
South Atlantic.....	+9	+4	-1	+2	+1	139	147	144
East South Central.....	+9	+7	-3	+5	+10	130	137	142
West South Central.....	+5	+10	-7	+8	+4	132	136	142
Mountain.....	+12	+5	+3	+2	-1	141	156	145
Pacific.....	+2	+7	-1	-3	+2	126	131	131
Automotive equipment, tire-tube wholesalers.....	+5	+10	+6	+1	+3	187	187	200
New England.....	+11	+19	0	-8	-3	174	187	215
Middle Atlantic.....	+13	+13	+5	+4	+5	160	163	175
East North Central.....	-2	+10	-4	+4	+6	211	185	222
West North Central.....	+4	+3	+6	-10	-1	249	240	266
South Atlantic.....	+7	+11	+2	-3	+4	163	175	172
East South Central.....	+11	+10	+5	+9	+3	174	192	187
West South Central.....	0	+5	0	(X)	+1	170	192	179
Mountain.....	+10	+3	+4	+13	+1	278	201	277
Pacific.....	0	-1	+2	+5	0	186	192	193
Electrical apparatus, supplies distributors.....	0	0	-5	-4	+3	143	145	140
New England.....	-2	+5	-12	-9	+4	151	156	152
Middle Atlantic.....	-7	+3	-9	-8	+2	126	124	124
East North Central.....	-10	+4	-13	+3	+3	146	130	148
West North Central.....	-10	-1	-11	-10	+2	195	198	185
South Atlantic.....	+6	+3	-9	-8	0	143	159	141
East South Central.....	+5	+2	-10	-2	+4	135	159	133
West South Central.....	-4	-7	-5	-7	+4	165	164	143
Mountain.....	+18	-3	+5	+4	+6	130	156	114
Pacific.....	-2	+2	-2	-10	+2	124	132	123
Elect. appliances, TV, radio sets, electronic parts distributors	+10	+5	0	-8	+2	166	187	167
New England.....	+6	-3	-3	-10	0	158	180	149
Middle Atlantic.....	-2	+10	-8	-16	+3	161	188	172
East North Central.....	-5	+2	-10	-9	+3	165	175	161
West North Central.....	+3	+3	-3	-10	-6	180	198	202
South Atlantic.....	+16	-2	-4	-19	-1	136	189	133
East South Central.....	+3	+5	-4	-10	+7	153	193	150
West South Central.....	+4	-5	-1	-5	+3	208	204	196
Mountain.....	0	-7	-7	+10	+7	199	193	161
Pacific.....	+10	+13	-2	-5	+4	170	185	184
Furniture, home furnishings wholesalers.....	+4	+12	-2	-12	0	158	179	169
New England.....	-8	0	-4	-1	+2	140	132	132
Middle Atlantic.....	+13	+22	-4	-18	-2	161	179	183
East North Central.....	-1	+10	-8	-8	-1	140	147	157
West North Central.....	+8	+10	-1	-3	-4	184	210	212
South Atlantic.....	+6	+13	+1	0	0	192	208	234
West South Central.....	-14	-2	-6	-20	0	171	217	182
Mountain.....	-3	+13	-5	-2	+3	124	134	132
Pacific.....	+10	-2	-3	-16	+4	159	217	144
Hardware wholesalers.....	0	+6	-7	-8	-2	173	195	187
Middle Atlantic.....	0	+15	-8	-12	-2	116	127	135
East North Central.....	+4	+6	-8	-9	0	148	171	159
West North Central.....	+5	+2	+3	-13	-8	172	203	184
South Atlantic.....	+7	+2	-4	-3	+1	233	260	233
East South Central.....	+8	+2	-4	-7	0	177	205	179
West South Central.....	-1	+8	-8	-10	-5	236	245	268
Mountain.....	+9	-2	-4	-2	-2	252	280	257
Pacific.....	+12	+11	-2	-7	-3	181	216	209
Plumbing, heating equipment, supplies distributors.....	+2	+10	-6	+3	-1	162	165	175
New England.....	+18	+10	+1	-2	-4	121	153	137
Middle Atlantic.....	-1	+12	-6	-7	-3	182	186	212
East North Central.....	-2	+5	-10	+1	+2	144	138	144
West North Central.....	+15	+14	+7	+10	-2	146	148	171
South Atlantic.....	+10	+8	-1	+7	-2	149	159	165
East South Central.....	+14	+9	-2	+3	+7	209	163	162
West South Central.....	+17	+9	+2	(X)	+2	108	117	112
Mountain.....	+6	+9	-1	-6	0	193	209	213
Pacific.....	+6	+9	-1	-6	0	193	209	213
Lumber, construction materials distributors.....	+10	+5	-5	-3	0	80	96	83
New England.....	+5	-1	-5	-3	-8	103	130	112
Middle Atlantic.....	0	0	-6	-15	+2	54	66	55
East North Central.....	+8	+6	-6	-3	-3	70	81	71
West North Central.....	+10	+4	-1	-3	-2	74	121	81
South Atlantic.....	+8	+3	-2	(X)	+6	90	101	88
East South Central.....	+39	+3	-1	+8	+4	103	158	127
West South Central.....	-1	+12	+1	+6	+10	124	115	126
Pacific.....	+13	-3	0	-11	-3	72	83	75

See footnotes at end of table.

Table 3.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS--Continued

OCTOBER 1958

Kind of business and geographic division (see map page 5)	Sales*			Inventory, end-of-month (at cost)		Stock-sales ratios		
	Percent change			Percent change, October 1958 from--		October 1958	October 1957	September 1958
	October 1958 from--		10 mos. 1958 from 10 mos. 1957	Percent change, October 1958 from--				
	October 1957	September 1958		October 1957	September 1958			
Industrial machinery, equipment supplies distributors.....	-16	+5	-22	-4	+2	191	159	197
Middle Atlantic.....	-17	-1	-15	+5	+5	221	162	240
East North Central.....	-17	+7	-23	-6	+5	194	148	198
South Atlantic....	-1	+7	-21	-6	-1	152	150	166
East South Central.....	+2	+18	-15	(X)	-3	180	197	201
West South Central.....	-22	+10	-34	-2	+1	220	175	231
Mountain.....	-5	+14	-17	0	+1	185	162	192
Pacific.....	-15	+2	-15	-9	-1	191	153	177
General-line grocery wholesalers.....	+4	+5	+5	+5	+5	86	88	88
Middle Atlantic.....	-3	+5	+5	+3	+2	109	102	111
East North Central.....	+11	+6	+8	+1	+4	69	79	69
West North Central.....	+10	+6	+8	+6	+11	86	94	86
South Atlantic.....	+3	+5	+5	+8	+3	87	85	89
East South Central.....	+14	+11	+8	+11	+4	97	102	108
West South Central.....	-1	+9	+6	+2	+3	79	86	84
Mountain.....	+8	+8	+5	-6	0	85	97	92
Pacific.....	+5	+11	+3	+12	+4	75	65	76
Specialty-line grocery wholesalers.....	-1	+10	+2	-5	0	70	74	74
New England.....	+3	+1	+8	(X)	+1	55	51	61
Middle Atlantic.....	+3	+6	+1	-13	-5	59	66	66
East North Central.....	-2	+4	+4	+2	-9	59	55	69
West North Central.....	(X)	+8	(X)	(X)	+2	83	112	85
South Atlantic.....	+6	+8	+4	-13	+7	108	109	93
West South Central.....	+5	(X)	+1	+19	+16	88	80	75
Pacific.....	+2	+6	+4	-4	+5	84	90	87
Fresh fruit, vegetable wholesalers.....	-7	+10	-3	+1	+16	28	27	28
New England.....	-12	+4	+1	-56	-21	(X)	(X)	(X)
Middle Atlantic.....	+6	+9	-4	-12	+10	12	12	12
East North Central.....	-14	+11	-7	(X)	+16	21	20	20
West North Central.....	+2	+9	+13	+6	+9	39	39	38
South Atlantic.....	-7	+11	0	+2	+10	43	44	42
East South Central.....	(X)	+12	(X)	(X)	(X)	(X)	(X)	(X)
West South Central.....	+12	+14	-1	(X)	+28	30	24	31
Pacific.....	0	+8	+2	+2	+36	23	23	25
Drug wholesalers (general and specialty lines).....	-4	+4	+1	+4	+4	163	149	162
New England.....	-1	-1	0	(X)	+2	147	126	142
Middle Atlantic.....	-2	+11	-3	+2	+4	132	126	139
East North Central.....	-8	+5	-2	+5	+5	159	138	159
West North Central.....	0	-5	+3	+10	+4	196	179	177
South Atlantic.....	-8	+4	+2	+4	+3	188	164	187
East South Central.....	-5	+1	+2	+1	0	173	159	174
West South Central.....	-6	+1	+3	+2	+4	201	186	195
Mountain.....	+7	+4	+6	+3	+12	169	179	171
Pacific.....	-4	+5	+3	-3	+4	140	142	139
Tobacco distributors.....	+3	+6	+3	+6	+1	58	58	61
New England.....	-2	+2	+3	(X)	-7	(X)	(X)	(X)
Middle Atlantic.....	+7	+3	+5	+8	0	45	44	47
East North Central.....	+9	+3	+4	+5	+4	63	63	64
West North Central.....	+12	+7	+8	-2	+1	64	72	66
South Atlantic.....	+9	+10	+5	+2	+1	72	65	79
East South Central.....	+20	+12	+11	+8	0	59	69	67
West South Central.....	-1	+8	+6	+8	+2	49	45	53
Pacific.....	+19	+14	+12	(X)	+3	42	43	45
Dry goods, apparel wholesalers.....	+7	+8	0	-5	-2	146	154	166
New England.....	-1	-1	-4	(X)	-2	153	159	169
Middle Atlantic.....	-1	+14	-6	-10	0	133	145	160
East North Central.....	-3	+8	-7	(X)	-2	132	129	142
West North Central.....	+2	+3	-1	-4	-1	227	238	210
South Atlantic.....	-10	0	-1	-8	-5	225	199	233
Pacific.....	-14	-11	-3	+6	-6	105	101	106

* See text, page 8.

X Withheld due to extreme variability of reported data.

DESCRIPTION OF SAMPLE, ESTIMATING PROCEDURE, AND RELIABILITY OF THE DATA

1. Scope of Survey

This survey is limited to merchant wholesalers, which constitute the major portion of the broad field of wholesale trade, and excludes other types of wholesale trade such as manufacturers sales branches and sales offices; petroleum bulk stations; agents and brokers and assemblers of farm products. All kinds of business in which merchant wholesalers operate are represented in this survey.

Merchant wholesalers are defined in the Standard Industrial Classification Manual issued by the Bureau of the Budget, Executive Office of the President, as "Establishments usually known as wholesalers, merchant wholesalers or jobbers, primarily engaged in buying, taking title to, and where customary, physically storing and handling goods and selling the goods at wholesale principally to retailers and industrial and commercial users. This group also includes industrial and distributors, exporters, and importers, cash-and-carry wholesalers; drop shippers, wagon distributors, etc. The establishments included in this group may perform operations on the goods incidental to the wholesale trading and delivery, such as installing equipment, and fixtures; and collecting and baling waste materials." Firms which, in addition to merchant wholesale establishments, operate other types of establishments, e.g., retail, manufacturing, etc., report in this survey only for their merchant wholesale establishments. A description of each kind-of-business classification shown in this report is included on pages 10 through 12.

2. Sample Design

Firms reporting in the survey are part of a probability sample representing merchant wholesalers in all kinds of business. The sample, which includes over 17,000 firms (about 26,000 establishments) is drawn from two sources: (1) 1954 Census of Business lists representing all wholesalers (with paid employees) in business in 1954 and (2) Bureau of Old Age and Survivors Insurance (BOASI) lists of wholesalers (with paid employees) entering business (or requesting new Employer Identification Numbers) since 1954. The sample is supplemented twice a year for new firms on the BOASI lists.

The reporting panel includes a fixed panel of about 1,400 very large firms reporting monthly and four rotating panels each containing about 3,900 smaller firms which report every fourth month. In any given month, the total reporting panel includes about 5,300 firms.

The number of firms selected in the sample for each kind of business varies from 150 to 650 firms, depending upon (a) the total number of firms in the trade, (b) and distribution of firms within the trade by sales size, and (c) whether geographic division trends are to be shown for the trade. In those kinds of business for which percentage changes are shown by geographic division, the sample chosen for the national estimates was increased by about 50 percent to provide wider representation by geographic division. In some of these trades, however, data are not shown separately for some geographic divisions because even this increase in the sample size will not provide reliable results in all geographic divisions.

3. Published Data

Sales.--This report includes monthly dollar volume estimates of sales by kind of business for the United States as a whole (Table 1) and sales trends (percent changes) derived from these estimates (Table 2). Sales trends are shown in Table 2 for some detailed kind of businesses for which estimates are not shown separately in Table 1. For these kinds of business (identified by * in Table 2) the trends are based only on the weighted sales of identical firms (i.e., firms reporting data for each of the months for which comparisons are made). Sales trends by geographic division are also shown for selected kinds of business (Table 3). In Table 3, the trends for geographic division are based on

weighted sales of identical firms; however, sales trends at the United States level are derived from the dollar volume estimates shown in Table 1.

Sales include sales of merchandise and receipts from repairs or other services to customers, after deducting returns and allowances, and discounts. Sales of merchandise for others on a commission basis are also included. Local and State sales taxes, and Federal excise taxes are included.

Inventories.--This report presents inventory trends by kind of business for the United States as a whole (Table 2) and by geographic division (Table 3). These inventory trends are based on the weighted inventories of identical firms (i.e., firm reporting data for each of the months compared).

Inventories represent stocks, at cost, of merchandise on hand for sale at the end of the month.

Stock-sales ratios.--These are presented by kind of business for the United States as a whole (Table 2) and by geographic division (Table 3). The stock-sales ratios are percentages derived by dividing weighted stocks, at cost, by weighted sales for only those firms reporting inventories in conjunction with sales in all three periods compared. Excluded from these ratios were all firms which report "zero" inventories (e.g., drop shippers). No adjustment is made in these calculations for the markup of sales, which varies from trade to trade. Stock-sales ratios for previous months shown in the current report may differ from those published in previous reports since the reporting panel varies.

4. Estimating Procedure

Each firm selected in the sample has an assigned weight which reflects its probability of selection in the sample. Large firms are selected with certainty, thus having a weight of one (1). Other firms are sampled at varying rates, depending upon size, with smaller firms having a lower probability of selection and thus a larger weight.

For most firms reporting, data are available for each of three months (current, previous, and year ago). New firms reporting provide data for at least two months (current and previous). Sales and inventory figures reported for each firm are multiplied by its weight (the reciprocal of its probability of selection) and the results summarized to obtain the dollar volume estimates, percentage changes and stock-sales ratios shown in this report.

Volume estimates.--The summation of the weighted reports of sales for each monthly panel provides unbiased dollar volume estimates, by kind of business, for two months--the current month and the preceding month. However, the published estimate is a "composite" of two estimates (a) the unbiased estimate for the current month obtained from the summation of the current month reports and (b) a ratio estimate obtained by multiplying the "composite" estimate for the previous month by the ratio of the current month unbiased to previous month unbiased estimates obtained from the summation of the current reports. The unbiased estimate (a) receives a weight of .3 while the ratio estimate (b) receives a weight of .7. The resulting weighted average provides a "composite" estimate of the dollar volume of sales considerably more reliable than either of the two estimates taken alone.

Percentage changes.--Two types of percentage change figures are presented in this report, viz., (1) percentage changes derived from dollar volume estimates (2) percent changes based on the weighted data from identical firms (i.e., those reporting data for each of the months for which comparisons are made). The percentage changes based on identicals, however, should not be regarded as an unbiased measure of percentage change. Since only those establishments reporting in both periods compared are included, the net change due to births and deaths is not reflected in the ratios shown.

DESCRIPTION OF SAMPLE, ESTIMATING PROCEDURE, AND RELIABILITY OF THE DATA--Continued

5. Reliability of the Data

Estimates based on a sample are subject to sampling variability and thus are not expected to be in exact agreement with a complete census taken with the same enumeration procedures. For all trades combined, the sampling variability of the "composite" sales estimates for any individual month, is less than one percent at the one sigma level. That is to say, the chances are about two out of three that the estimated sales shown would differ by less than one percent from the results of a complete enumeration. The variability of estimates for kind-of-business groups and individual kinds of business is generally higher than for total merchant wholesale trade but for most trades the sampling variability is less than 5 percent at the one sigma level. Table 4 presents these sampling variabilities of the estimates for February, March, April and May 1958. Since these measures are also subject to sampling variability they should be regarded as giving a general rather than exact idea of the variability due to sampling.

The sampling variability of the ratios based on weighted identicals has not been evaluated. However, where these ratios are based on a small number of reports (viz., trends by geographic division) the sampling variability is usually quite high.

These measures do not include biases that may arise from other nonsampling errors, such as failure of respondent to submit correct figures or to submit a report in time for tabulation. In preparing the dollar volume estimates, an estimate is included for those firms that fail to respond. To the extent that the estimates for these firms may differ from the actual figures, nonresponse affects the reliability of the dollar volume estimate. As a result, dollar volume estimates are not published separately in a few trades where the nonresponse rate was considered too high to provide reliable level estimates. Approximately 10 percent of the total sales are imputed for nonresponse.

Table 4.--SAMPLING VARIABILITY--MONTHLY ESTIMATES OF SALES OF MERCHANT WHOLESALERS, BY KIND OF BUSINESS

Kind of business	Sampling error of monthly dollar value of sales				Sampling error of the ratio of sales	
	1958				May 1958 from--	
	Feb.	Mar.	Apr.	May	Apr. 1958	May 1957
	Percent				Percent	
MERCHANT WHOLESALERS, TOTAL.....	1.2	1.1	1.1	0.9	0.6	0.8
DURABLE GOODS, TOTAL.....	1.2	1.2	1.5	1.4	0.8	1.6
Automotive.....	4	4	4	4	3	4
Automotive equipment, tire-tube.....	4	4	4	3	3	4
Electrical, electronics, appliances....	3	4	5	4	2	4
Electrical apparatus, supplies.....	3	3	3	3	2	2
Electrical appliances, TV, radio sets, electronic parts.....	4	6	7	7	3	6
Furniture, home furnishings.....	4	3	3	3	2	3
Furniture wholesalers.....	5	6	6	6	2	6
Home furnishings, floor coverings....	4	3	4	3	2	4
Hardware, plumbing-heating goods.....	2	2	1	2	1	2
Hardware.....	3	2	2	2	1	3
Plumbing, heating equipment, supplies.....	3	3	3	4	2	4
Lumber, construction materials.....	3	3	2	3	2	3
Lumber, millwork.....	4	6	5	5	4	6
Construction materials.....	6	5	4	4	2	5
Machinery, equipment, supplies.....	2	2	3	3	2	2
Industrial machinery, equipment, supplies.....	5	5	6	6	4	4
Professional equipment, supplies....	5	5	5	5	2	5
Service establishment supply houses..	5	3	4	4	2	4
Metals, metalwork (except scrap).....	3	3	2	3	2	4
Iron, steel and products.....	5	4	3	4	3	5
Nonferrous metals.....	4	3	3	5	1	6
Scrap, waste materials.....	4	4	5	4	2	5
Iron, steel scrap.....	8	6	7	4	3	6
Waste materials.....	7	7	8	8	2	9
NONDURABLE GOODS, TOTAL.....	1.7	1.4	1.3	1.2	0.8	1.0
Grocery, confectionery, meat.....	2	2	2	2	1	2
General-line grocery.....	3	2	2	2	2	2
Specialty-line grocery.....	4	7	7	6	2	6
Confectionery.....	6	5	5	6	3	5
Meat, meat products.....	5	5	5	5	4	4
Farm products (edible).....	4	3	3	3	2	2
Poultry, poultry products.....	6	5	6	5	3	6
Fresh fruit, vegetables.....	5	4	5	5	3	3
Beer, wine, distilled spirits.....	2	3	3	3	2	2
Beer, ale.....	4	5	5	4	3	2
Wine, distilled spirits.....	3	3	3	3	2	2
Drugs, chemicals, allied products.....	2	3	3	2	2	2
Drugs (general and specialty lines)...	3	4	3	3	2	2
Industrial chemicals, explosives.....	6	6	6	5	4	5
Paint, varnish.....	4	5	4	4	3	4
Tobacco.....	2	3	2	3	2	3
Dry goods, apparel.....	4	3	4	3	2	3
Clothing, furnishings, footwear.....	6	5	9	7	6	7
Dry goods (general and specialty lines).....	6	5	4	5	2	6
Paper, allied products.....	3	3	3	2	1	2
Paper.....	3	3	3	2	2	2
Amusement, sporting goods.....	5	6	4	4	4	4
Coal wholesalers.....	7	3	3	4	2	4
Farm supplies wholesalers.....	5	5	6	8	4	5

Note: The above table provides approximate measures of the sampling variability of the dollar volume estimates of sales and of the ratios between sales for the two months specified. The ratio between sales for two consecutive months generally has smaller sampling error than either the ratios between sales for two months apart or estimates of the level of sales. These sampling errors are themselves subject to sampling variability and thus should be regarded as giving a general rather than exact idea of the variability due to sampling. Differences from month to month may be due to this error in the estimates of sampling error. Differences also result from seasonal or cyclical fluctuation in the sales of individual businesses.

The sampling errors shown above can be converted to a range by the following computation: Multiply the sampling error by the estimate (whether it is a dollar volume estimate or a ratio). Add and subtract the resulting product from the published estimate. The resulting range is expected to include the "expected value" if it is, the value which could be obtained from a complete enumeration) about two out of three times. Doubling the sampling error and repeating the above process will give a range which will include the "expected value" about 19 out of 20 times.

To illustrate the computation of these ranges for monthly dollar volume estimates, consider the estimate made for all durable goods in May 1958. The published estimate is \$3,868 million while the sampling error shown for this month is 1.4 percent (or .014). Multiplying \$3,868 million by .014, we obtain \$54 million. Thus, the chances are two out of three that the "expected value" of the estimate is between \$3,814 and \$3,922 million. Doubling the given sampling error gives us the limits, \$3,760 to \$3,976 million, which will contain the "expected value" 19 out of 20 times.

As an example of the use of these sampling error data with ratios, consider the ratio of change from April 1958 to May 1958 for all durable goods. This ratio of change, obtained by dividing \$3,868 million by \$3,727 million, is 1.04 (it can also be expressed as a 4% increase). The sampling error of this statistic is 0.8 percent (.008). Multiplying 1.04 by .008, we obtain .008 as the standard error of the ratio. There is a probability of two out of three that the "expected ratio" is contained in the range 1.03 to 1.05 while there is a probability of 19 out of 20 that the "expected ratio" is contained in the range 1.02 to 1.06.

DESCRIPTION OF KINDS OF BUSINESS

All kinds of business in which merchant wholesalers operate are represented in this survey. The kinds of business shown in this report parallel broad classifications used in the 1954 Census of Business covering wholesale trade. Each establishment in this survey has been assigned a kind-of-business classification based upon its trade designation and an analysis of its sales by commodity lines as reported to the Bureau of the Census. A description of each kind-of-business classification in this report is given below.

DURABLE GOODSAutomotive wholesalers

Motor-vehicle distributors.--Merchant wholesale establishments primarily engaged in selling new and used passenger automobiles and similar motor vehicles, road-type trucks, truck tractors, busses, trailers, and semitrailers to dealers or to fleet operators, industrial accounts, and to commercial users. Dealers in road-type trucks, truck tractors, and truck trailers are included here on the basis of kind-of-goods sold. (Not shown separately in the accompanying table.)

Automotive equipment, tire-tube wholesalers.--Merchant wholesale establishments--frequently referred to as jobbers in this trade--primarily engaged in selling automotive equipment, accessories, parts, tires, tubes and garage equipment and tools.

Electrical, electronics, appliance distributors

Electrical apparatus, supplies wholesalers.--Merchant wholesale establishments selling a general line of electrical equipment and apparatus; wiring supplies and construction materials; lighting fixtures and lamps; radio and television sets and accessories; electric refrigerators and other electrical appliances and specialties; and electronic parts and equipment; and those primarily engaged in selling such electrical equipment and apparatus; wiring supplies and construction materials, and lighting fixtures and lamps, as conduits and fittings, interior wires and cables, wiring devices, safety switches, poles, crossarms, pole-line hardware, outside wires and cables, residential, commercial, and industrial lighting fixtures, and incandescent and fluorescent lamps. Establishments specializing in the sale of electrical prime movers and other electrical power equipment for the generation, transmission, or utilization of electric energy are also included.

Electrical appliances, TV, radio sets, electronic parts distributors.--Merchant wholesale establishments primarily engaged in selling such electrical appliances and specialties as radio and television sets, dish washers, electric refrigerators, electric ranges, washing machines, ironers, radio and television parts and accessories, home freezers, sewing machines, hot water heaters, electric irons, percolators, clocks, hotplates, vacuum cleaners, etc., and electronic tubes, electronic replacement parts and accessories, and transmission and sound equipment.

Furniture, home furnishings wholesalers

Furniture wholesalers.--Merchant wholesale establishments primarily engaged in selling home or office furniture--wooden, metal or other.

Home furnishings, floor coverings wholesalers.--Merchant wholesale establishments primarily engaged in selling household china, glassware, and earthenware; floor coverings (carpets, rugs, linoleums, etc.); antique home furnishings; and miscellaneous home furnishings such as brooms, brushes, curtains, draperies, pictures and picture frames, window shades, kitchen utensils, phonograph records, and musical instruments.

Hardware, plumbing, heating goods wholesalers

Hardware wholesalers.--Merchant wholesale establishments selling a general line of merchandise sufficiently broad to service retail hardware stores and the hardware departments of other outlets--general-line hardware wholesalers; and establishments primarily engaged in selling builders hardware, heavy hardware, shelf or light hardware, and hardware

specialties such as tools, cutlery, bolts, nuts, rivets, screws, padlocks, keys, and the like--specialty-line hardware wholesalers.

Plumbing, heating equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling plumbing and heating equipment and supplies such as plumbing fixtures, including sanitary ware; steam and hot water heating boilers, radiators, parts, and fittings; stoves, ranges, furnaces, and other types of heating apparatus (except electric); oil burners; gas appliances and supplies; plumbing pipe, valves, and fittings; and plumbers brass goods.

Lumber, construction materials distributors

Lumber, millwork wholesalers.--Merchant wholesale establishments primarily engaged in selling lumber and millwork such as rough, dressed, and finished lumber; sheathing, siding, flooring, shingles, plywood, veneers, doors, sashes, frames, interior woodwork and trim.

Construction materials distributors.--Merchant wholesale establishments primarily engaged in selling such construction materials as brick, tile, and terra cotta; cement, lime, and plaster; building glass; sand, gravel, and crushed stone, ready-mixed concrete; roofing, siding and insulation; and stone, slate, concrete products, and building board.

Machinery, equipment, supplies distributors

Air conditioning, commercial refrigeration equipment distributors.--Merchant wholesale establishments primarily engaged in selling commercial refrigeration equipment (including electric) such as refrigerators, display cases, freezers, dispensers, water coolers, food locker equipment; and those selling air conditioning and ventilating equipment and supplies, including fans, blowers, and accessories. Establishments specializing in the sale of commercial refrigeration components and accessories are also included in this classification.

Commercial machines, equipment distributors.--Merchant wholesale establishments primarily engaged in selling office machines and equipment (except furniture) such as adding machines, typewriters, addressing, duplicating, sealing, computing, stapling, accounting, and statistical machines; restaurant and hotel equipment such as coffee urns, steam tables, china, glassware, silverware, linens, and related items; store machines and fixtures such as display fixtures, show racks, pricing equipment, cash registers, scales, meat slicers and grinders, coffee grinders, etc.; and such related equipment as florists' supplies, theater supplies and equipment, and parking meters. Establishments primarily engaged in selling to users are included, as well as those selling to dealers.

Industrial machinery, equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling machinery, equipment, and supplies to manufacturing and mining concerns. Included here are establishments selling industrial machinery; industrial belting, hose, and packing; machine tools, mine and mill supplies; oil well and oil refining supplies; printing machinery and supplies; industrial rope, cordage, and twine; industrial materials, handling equipment; power transmission equipment; and machinery and equipment for such industries as food products, woodworking, shoe manufacturing, tanning, textile, and paper and pulp.

Professional equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling dental supplies (chairs, sterilizers, cabinets, instruments, dental gold and alloys, waxes, teeth, and the like); religious supplies (church goods and religious articles such as statuary, vestments, fonts, candles, religious pictures, calendars, literature, etc.); school equipment and supplies (desks, blackboards, chalk, rulers, wall and globe maps, etc.); optical goods; surgical, medical, hospital supplies and equipment; artists supplies; engineering instruments and supplies; and supplies for other professions.

Surgical, medical, hospital supply houses.--Merchant wholesale establishments primarily engaged in selling surgical and medical instruments; doctors apparatus and equipment; orthopedic appliances; artificial limbs; operating room and other hospital equipment; X-ray machines and accessories and other scientific instruments used by physicians and in hospitals.

Service establishments, supply houses.--Merchant wholesale establishments primarily engaged in selling barber and beauty supplies; laundry, dry cleaning equipment, supplies washing, drying, ironing, and pressing machines; laundry paps and chemicals; dry cleaning fluids, marking equipment, tc.); shoe service supplies and equipment, undertakers supplies (caskets, burial vaults, burial garments, embalming hemicals and preparations, and other morticians and funeral quipment); upholsterers supplies (fabrics, leather and illings, and other types of supplies used in the upholstery rade); and miscellaneous service equipment, such as jan-tors' supplies, furriers' supplies, bootblack's supplies, and hat cleaners' supplies.

Other machinery, equipment supplies distributors (not own separately in accompanying table).--Merchant wholesale establishments primarily engaged in selling (a) transportation quipment such as aircraft and aeronautical equipment, sup-lies; railroad equipment, supplies; marine equipment, sup-lies; and other transportation equipment and supplies; (b) construction machinery, equipment such as road building achinery, excavating and dredging machinery, derricks, ranes, hoists, and winches; and related construction equip-ent as pneumatic hammers, concrete construction clamps and orms, scaffolding, chutes, and wheelbarrows--but not con-struction materials, and (c) farm-garden machinery, equipment (including tractors) used in the preparation and maintenance of the soil, the planting and harvesting of crops, and other perations and processes pertaining to agriculture; dairy achinery and equipment, such as milking machines and cream parators; poultry equipment, such as incubators, brooders, and feeders and irrigation equipment.

Metals, metalwork (except scrap) distributors

Iron, steel, and products distributors.--Merchant whole-sale establishments usually referred to as steel warehouses -primarily engaged in selling iron and steel products such : semfinished forms and shapes, plates, sheets, strips, rrs, structural shapes, piling, nails, tubular products, re products, forgings and castings. Steel warehouses of rms operating steelworks and rolling mills are also ncluded here.

Nonferrous metals distributors.--Merchant wholesale estab-lishments primarily engaged in selling nonferrous metals and etalwork such as aluminum, copper, tin, brass, lead and nc.

Scrap, waste materials dealers

Iron, steel scrap dealers.--Merchant wholesale establish-ments primarily engaged in assembling, breaking up, sorting, and selling all forms of iron and steel scrap.

Waste materials dealers.--Merchant wholesale establish-ments primarily engaged in assembling, sorting, and selling uch waste materials as nonferrous scrap metals, waste paper, gs, wiping cloths, textile wastes, scrap rubber, and other ste and salvage materials. Scrap iron and steel may be ndled as secondary lines.

Jewelry wholesalers

Jewelry wholesalers.--Merchant wholesale establishments imarily engaged in selling a general- or specialty-line jewelry such as clocks and watches; precious stones and tals; watch materials, jewelers supplies; costume jewelry; and miscellaneous items such as silverware, plated ware, dals, trophies, semiprecious stonoes, and insignia.

NONDURABLE GOODS

Grocery, confectionery, meat wholesalers

General-line grocery wholesalers.--Merchant wholesale establishments handling a general line of dry groceries and

processed foods usually sold in retail grocery stores, such as canned foods, flour, sugar, coffee, tea and spices, as well as such nonfood items as household chemicals, soaps and detergents, paper products, brooms, brushes, etc. Voluntary group wholesalers, retailer-cooperative warehouses, and cash-and-carry depots are included, as well as nonaffiliated general-line grocery wholesalers.

Specialty-line grocery wholesalers.--This classification includes two general types of merchant wholesale establish-ments: Those handling a combination of grocery items, no one item predominating, but not a sufficiently broad line of commodities to be classified as "general line"; and those primarily engaged in selling specialized lines of groceries and related products, such as canned foods; coffee, tea, and spices; dairy products; dried fruits and nuts; frosted and frozen foods; fish and seafood; bakery products; packaged breakfast cereals; flour; cooking oils and shortening; and soft drinks.

Confectionery wholesalers.--Merchant wholesale establish-ments primarily engaged in selling candy, chewing gum, pop-corn, potato chips, salted nuts, fountain fruits and syrups, and related items. Cigars, cigarettes, and other products are also frequently handled as secondary lines.

Meat, meat products wholesalers.--Merchant wholesale estab-lishments primarily engaged in selling fresh, frozen, cured or processed (but not canned) meats, lard, and other edible meat products. Secondary lines such as butter, cheese, eggs, dressed poultry, vegetable shortening, and canned meats are frequently handled.

Farm products (edible) distributors

Poultry, poultry products distributors.--Merchant whole-sale establishments primarily engaged in selling live or dressed poultry, eggs, and related products. Establishments primarily engaged in dressing poultry are considered manu-factures.

Fresh fruit, vegetable wholesalers.--Merchant wholesale establishments primarily engaged in selling fresh fruits, vegetables, berries, melons, and related items.

Beer, wine, distilled spirits wholesalers

Beer, ale distributors.--Merchant wholesale establishments primarily engaged in selling beer, ale, porter, stout and other fermented malt liquors, soft drinks, confectionery, tobacco, wines, and spirits are frequently handled as sec-ondary lines.

Wine, distilled spirits wholesalers.--Merchant wholesale establishments primarily engaged in selling wines, whiskey, gin, rum, brandy, and other spirits, including neutral spirits and ethyl alcohol used in blending. Merchants who bottle and sell wines and distilled spirits manufactured in bulk by others, liquor departments of drug wholesalers, and State-operated wholesale outlets are included. State depots pri-marily engaged in supplying State liquor stores, however, are not included in wholesale trade.

Drugs, chemicals, allied products wholesalers

Drug wholesalers (general and specialty lines)

General-line drug wholesalers (not shown separately).--Merchant wholesale establishments engaged in selling a full line of drugs, pharmaceuticals, proprietary medicines, druggists rubber good, cosmetics, toiletries, drug sundries, and related merchandise. Cooperatives and voluntary group wholesalers handling a full line of drugs are also included in this classification. Liquor departments of drug whole-salers, however, are included with "Wines and distilled spirits wholesalers."

Specialty-line drug wholesalers (not shown separately).--Merchant wholesale establishments primarily engaged in selling proprietary medicines, toilet preparations, and articles such as drugs, perfumes, cosmetics, powders, shaving preparations, toilet soap, dentifrices, combs, brushes, mirrors, medical glass, bandages, rubber goods, and antioptics.

Industrial chemicals, explosives wholesalers.--Merchant wholesale establishments primarily engaged in selling such

industrial and heavy chemicals as coal-tar chemicals, plastics, compressed and liquefied gases (except LP gas), acids, ammonia, soda, industrial alcohols, explosives, dye-stuffs, naval stores, etc. Concerns primarily engaged in selling pyrotechnics and ammunition for small arms are included in "Amusement and sporting goods wholesalers."

Paint, varnish wholesalers.--Merchant wholesale establishments primarily engaged in selling paints, varnishes, lacquers, enamels, calcimines, shellac, and stains. Glass, wallpaper, painters supplies, oils, chemicals, and related products are frequently handled as secondary lines.

Tobacco distributors

Tobacco distributors.--Merchant wholesale establishments primarily engaged in selling manufactured tobacco products such as cigars, cigarettes, chewing and smoking tobacco, and snuff. Confectionery, smokers articles, razor blades, playing cards, etc., are frequently handled as secondary lines.

Dry goods, apparel wholesalers

Clothing, furnishings, footwear wholesalers.--Merchant wholesale establishments primarily engaged in selling men's, boys' clothing, and furnishings (including suits, coats, overcoats, work clothing, hats and caps, shirts, ties, and underwear); women's, children's clothing, furnishings, and accessories (including suits, dresses, and skirts); furs and fur clothing; millinery, millinery supplies; shoes and other footwear; work clothing; and related lines.

Dry goods wholesalers (general and specialty lines)

General-line dry goods wholesalers (not shown separately).--Merchant wholesale establishments engaged in selling a diversified combination of lines usually sold in retail dry goods and general merchandise stores, including piece goods, home furnishings, work clothing, dresses, infants' wear, notions, and hosiery. Men's and women's clothing, furnishings, and millinery frequently constitute secondary lines.

Specialty-line dry goods wholesalers (not shown separately).--Merchant wholesale establishments primarily engaged in selling hosiery, underwear, piece goods, knit and lace goods, fancy linen and needlework and notions (thread, tapes, needles, pins, buttons, hair accessories, zippers, and shoe laces).

Piece goods converters.--Merchant wholesale establishments which purchase textiles in the gray or unfinished form, have them dyed and/or finished by others, usually on a contract basis, and sell to the cutting-up trade, garment makers, wholesalers, or retailers. Converters operating bleaching, dyeing, and finishing plants are not considered as merchant wholesalers.

Paper, allied products wholesalers

Paper wholesalers.--Merchant wholesale establishments primarily engaged in selling wrapping paper and other coarse paper; fine paper (writing papers, reproduction paper stock,

cover, text, thin, and other fine papers); newsprint and book paper; paperboard; and converted paper products such as bags, boxes, cups, dishes, towels, napkins, tissues, and bottle caps.

Stationery, wallpaper wholesalers.--Merchant wholesale establishments primarily engaged in selling commercial and social stationery, including envelopes, typewriter and mimeograph paper in cut sizes, file cards and folders; and office supplies such as pens, pencils, writing inks, carbon paper, paper clips, typewriter ribbons, greeting cards, and erasers; and embossed and printed wallpaper for use in covering or decorating interior walls and ceilings.

Farm products (raw materials) merchants

Farm products (raw materials) merchants.--Merchant wholesale establishments primarily engaged in selling cotton, grain, hides, skins, raw furs, livestock, leaf tobacco, wool, mohair, horses and mules, and other inedible products such as broomcorn, moss, hair, feathers, bristles, and fibers. This classification includes merchants (including terminal elevators) primarily engaged in selling raw farm products in marketing centers. Dealers buying such products direct from farmers and assembling them at local production points are classified as "assemblers" and not included here.

Other nondurable goods wholesalers

Amusement, sporting goods distributors.--Merchant wholesale establishments primarily engaged in selling cameras and photographic goods (cameras, parts, and accessories, projection apparatus, enlargers, developing and printing room apparatus and accessories, sensitized unexposed photographic supplies and equipment); sporting goods (toys, games, novelties, fireworks, bicycles, sporting goods, and athletic goods); and other recreation goods such as playground equipment, billiard and bowling equipment and supplies; and hobby goods.

Book, magazine, newspaper wholesalers.--Merchant wholesale establishments primarily engaged in selling books, magazines, periodicals, newspapers, and related items.

Coal wholesalers.--Merchant wholesale establishments primarily engaged in selling bituminous coal, anthracite coal, and coke. This includes firms with coal yards as well as those selling goods shipped directly from mine to customer.

Farm supplies wholesalers.--Merchant wholesale establishments primarily engaged in selling mixed and other feeds; fertilizers, fertilizer materials, and agricultural chemicals; seeds (farm, garden, and flower); and miscellaneous farm supplies such as hay, straw, and alfalfa.

Merchant wholesalers, n.e.c.--(Not shown separately in the accompanying table.) Merchant wholesale establishments primarily engaged in selling petroleum products, cut flowers and potted plants; forest products except lumber; inedible oils and fats; textiles and materials other than dry goods; industrial yarns; crude rubber; ores; sponges; artificial leather; wood pulp; artificial flowers; and products not elsewhere classified; and establishments handling a line of merchandise too broad to be included in any of the classifications outlined above.

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MONTHLY

WHOLESALE TRADE REPORT

Ref.

U. S. DEPARTMENT OF COMMERCE
Lewis L. Strauss, Secretary

BUREAU OF THE CENSUS
Robert W. Burgess, Director

NOVEMBER 1958

FOR RELEASE
JANUARY 12, 1959

SALES AND INVENTORIES

Sales

Sales of merchant wholesalers, for the third successive month, showed an increase over the year ago level. November 1958 sales, estimated at \$10.0 billion, were 4 percent above last November. However, cumulative sales for the first 11 months of 1958, totaling \$105.1 billion, were 3 percent below sales for the same period of 1957.

November sales of merchant wholesalers fell 10 percent below their October level. Sales in the durable goods trades, in total, amounting to \$4.2 billion in November 1958, declined 11 percent below October but were 7 percent higher than sales a year ago. Sales in the nondurable goods trades, at \$5.8 billion, reflected a slightly smaller decline (10%) from previous month sales and a smaller increase (3%) over sales a year ago than the durable goods trades. However, 11 month 1958 sales in the non-durable goods trades were about even with 11 month 1957 sales while sales in the durable goods trades were down 8 percent in the same period.

Iron, steel scrap dealers and wine, distilled spirits wholesalers reported November sales above their October level. All other trades, however, experienced declines, the most substantial decreases being noted by construction materials distributors (19%) and dry goods wholesalers (18%). In contrast, most trades reported increases over their sales a year ago. The largest gain was registered by lumber, millwork wholesalers (20%), while the sharpest decline, (15%) was indicated by coal wholesalers.

All geographic divisions reported sales below October levels, the West North Central Division

indicating the sharpest drop (20%). Compared with a year ago, sales trends were mixed. Two geographic divisions reported slight (1%) declines, one division showed no change, while the remaining six divisions indicated increases up to 5 percent.

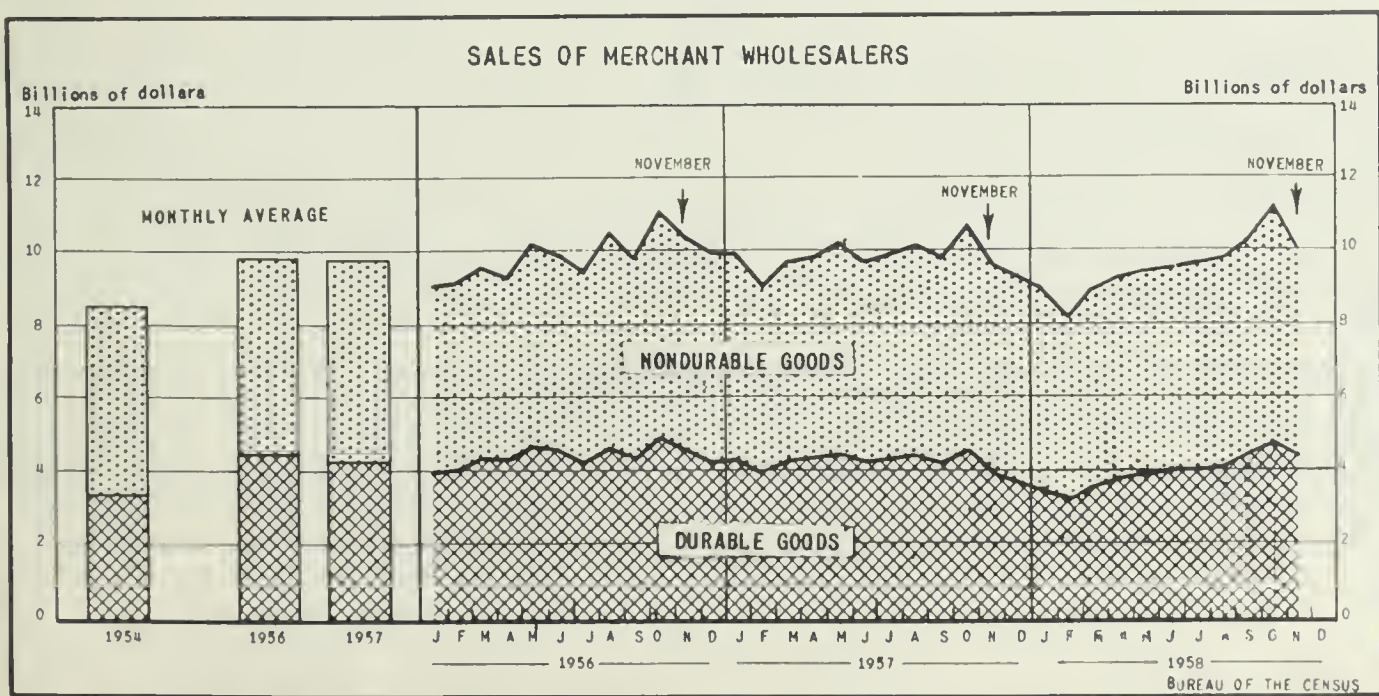
Inventories

Inventories of wholesalers at the end of November showed no change from the October level but were 2 percent below stocks on hand last November. Durable goods stocks also were unchanged since October but were off 3 percent from a year ago. Inventories of nondurable goods rose slightly (1%) since last month but were 1 percent below November a year ago.

The November 1958 stock-sales ratio for all merchant wholesalers reporting inventories in conjunction with their sales was 132 percent, up 13 points from October but 7 points lower than the November 1957 ratio. The November stock-sales ratio for durable goods trades was 174 compared to the nondurable goods trades ratio of 100.

General

This report includes monthly dollar volume estimates of sales of merchant wholesalers by kind of business from November 1957 through November 1958. These data are based on a probability sample representative of all merchant wholesalers in the country. A description of this sample and approximate measures of the reliability of the data are included on pages 8 and 9. Also included in this report are sales and inventory trends and stock-sales ratios by kind of business, for the United States as a whole and by geographic division.



For sale by the Bureau of the Census: single copy--10¢, annual subscription--\$1.00

An advance release of November 1958 data was issued on January 5, 1959.

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Table 1.--ESTIMATED MONTHLY SALES OF MERCHANT WHOLESALERS¹--UNITED STATES, BY KIND OF BUSINESS

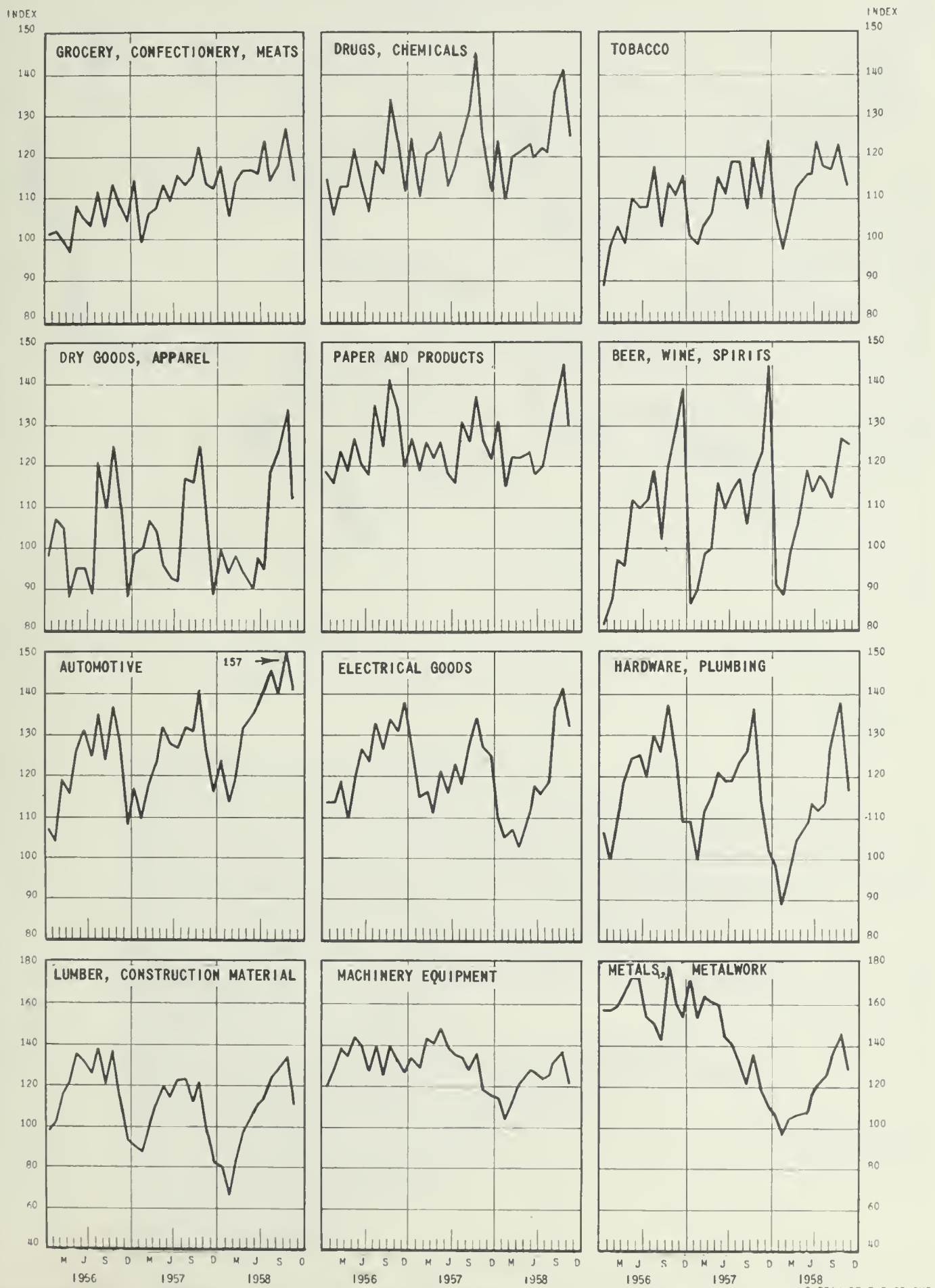
1957 AND 1958

(Sales in millions of dollars)

Kind of business	1958											1957		Total 11 mos.	
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Nov.	Dec.	1958	1957
MERCHANT WHOLESALERS, TOTAL.....	8,972	8,179	8,863	9,213	9,435	9,480	9,663	9,825	10,336	11,163	10,009	9,590	9,325	105,138	108,628
DURABLE GOODS, TOTAL.....	3,493	3,181	3,501	3,727	3,868	3,972	3,958	4,134	4,395	4,700	4,162	3,907	3,656	43,091	46,794
Automotive wholesalers.....	410	378	394	438	449	453	468	484	463	521	467	418	386	4,925	4,586
Automotive equipment, tire-tube wholesalers	350	324	337	368	371	376	387	379	389	426	379	359	329	4,086	3,861
Electrical, electronics, appliance distributors	584	558	584	558	590	626	611	631	724	746	695	667	660	6,912	7,035
Electrical apparatus, supplies distributors	260	263	277	269	292	312	299	298	339	340	322	311	312	3,271	3,421
Electrical appliances, TV, radio sets, electronic parts, distributors.....	323	295	307	289	298	314	318	332	385	406	372	356	349	3,640	3,614
Furniture, home furnishings wholesalers.....	168	170	191	197	192	198	194	218	229	256	226	223	208	2,239	2,267
Furniture wholesalers.....	58	55	59	57	57	62	64	73	75	76	63	71	69	699	747
Home furnishings, floor coverings wholesalers.....	110	114	132	140	135	136	130	144	154	180	163	152	139	1,538	1,521
Hardware, plumbing-heating goods wholesalers.	362	327	356	386	400	416	412	417	465	506	428	415	372	4,475	4,731
Hardware wholesalers.....	165	151	170	184	186	183	181	183	203	216	183	177	164	2,005	2,127
Plumbing, heating equipment, supplies distributors.....	197	176	186	202	214	233	231	235	263	290	245	238	208	2,472	2,604
Lumber, construction materials distributors..	444	364	458	536	585	610	644	684	698	733	611	538	448	6,367	6,578
Lumber, millwork wholesalers.....	242	208	248	277	301	307	328	350	369	378	322	269	232	3,330	3,455
Construction materials distributors.....	202	156	210	258	284	303	317	334	330	355	289	269	216	3,038	3,122
Machinery, equipment, supplies distributors..	954	867	937	1,023	1,074	1,066	1,022	1,053	1,097	1,148	1,014	985	963	11,255	12,427
Industrial machinery, equipment supplies distributors.....	442	381	391	419	442	408	395	413	438	458	417	455	457	4,604	5,856
Professional equipment, supplies distributors.....	87	84	91	91	90	95	98	107	111	111	96	91	92	1,061	966
Service establishment supply houses.....	113	106	112	117	121	125	116	115	128	135	117	106	106	1,305	1,246
Metals, metalwork (except scrap) distributors	295	272	291	300	304	327	338	354	382	407	359	331	305	3,629	4,483
Iron, steel and products distributors.....	200	184	197	209	208	226	238	256	271	289	243	217	184	2,521	3,047
Nonferrous metals distributors.....	94	88	94	91	97	100	99	98	111	118	116	114	122	1,106	1,435
Scrap, waste materials dealers.....	223	194	237	232	217	215	214	233	249	277	268	229	212	2,559	3,799
Iron, steel scrap dealers.....	119	108	133	128	111	114	111	130	140	151	155	132	122	1,400	2,458
Waste materials dealers.....	104	86	104	104	106	101	103	103	109	125	113	97	90	1,158	1,340
NONDURABLE GOODS, TOTAL.....	5,479	4,998	5,362	5,486	5,567	5,508	5,705	5,691	5,941	6,463	5,847	5,683	5,669	62,047	61,835
Grocery, confectionery, meat wholesalers.....	1,705	1,512	1,646	1,684	1,688	1,675	1,786	1,645	1,706	1,830	1,643	1,622	1,615	18,520	17,634
General-line grocery wholesalers.....	729	672	688	715	727	706	753	713	750	785	701	679	650	7,939	7,572
Specialty-line grocery wholesalers.....	606	528	612	596	595	620	637	561	574	629	565	607	616	6,523	6,456
Confectionery wholesalers.....	56	51	54	53	54	53	54	53	55	62	58	58	57	603	580
Meat, meat products wholesalers.....	315	262	292	319	312	297	341	319	327	353	320	278	292	3,457	3,027
Farm products (edible) distributors.....	377	353	403	450	446	416	432	380	371	404	387	402	415	4,419	4,342
Poultry, poultry products distributors.....	142	120	136	156	143	134	146	153	156	167	164	166	165	1,617	1,441
Fresh fruit, vegetable wholesalers.....	235	233	267	294	303	282	285	227	215	237	224	236	251	2,802	2,901
Beer, wine, distilled spirits wholesalers....	429	426	470	501	564	539	560	552	533	603	597	583	683	5,769	5,588
Beer, ale distributors.....	161	151	172	198	226	227	253	245	210	211	191	185	209	2,245	2,253
Wine, distilled spirits wholesalers.....	268	275	298	303	339	312	307	308	323	392	405	398	474	3,530	3,336
Drugs, chemicals, allied products wholesalers	349	309	336	341	345	338	342	339	381	397	350	350	315	3,827	3,827
Drug wholesalers (general and specialty lines).....	228	202	219	214	215	211	218	215	248	259	227	234	209	2,456	2,433
Industrial chemicals, explosives wholesalers	100	88	95	100	102	98	94	96	103	109	97	92	85	1,082	1,099
Paint, varnish wholesalers.....	21	19	22	26	28	29	30	29	29	29	26	24	20	288	294
Tobacco distributors.....	284	262	282	302	311	310	332	315	312	330	301	295	332	3,341	3,247
Dry goods, apparel wholesalers.....	475	445	463	446	429	465	451	564	586	635	531	506	424	5,492	5,484
Clothing, furnishings, footwear wholesalers	161	157	180	163	150	143	160	227	228	247	210	208	149	2,026	1,991
Dry goods wholesalers (general and specialty lines).....	192	174	168	167	164	190	182	207	219	230	189	190	172	2,080	2,198
Paper, allied products wholesalers.....	324	285	300	301	303	291	295	315	336	357	321	312	301	3,428	3,393
Paper wholesalers.....	287	251	264	263	266	255	259	276	295	306	274	265	258	2,996	2,915
Amusement, sporting goods wholesalers.....	85	86	90	99	100	99	100	103	120	127	120	126	124	1,129	1,167
Coal wholesalers.....	103	98	86	71	81	80	67	75	83	90	84	99	100	918	1,180
Farm supplies wholesalers.....	123	124	146	160	138	116	109	116	125	122	104	96	96	1,383	1,345

¹ Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding.

SALES OF MERCHANT WHOLESALERS—KINDS OF BUSINESS
1956, 1957 AND 1958
1954 MONTHLY AVERAGE = 100



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS

BUREAU OF THE CENSUS

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS

NOVEMBER 1958

Kind of business	Sales*			Inventory, end- of-month (at cost)		Stock-sales ratios (percent)		
	Percent change							
	Nov. 1958 from--		11 mos. 1958	Percent change, Nov. 1958 from--		Nov. 1958	Nov. 1957	Oct. 1958
	Nov. 1957	Oct. 1958	11 mos. 1957	Nov. 1957	Oct. 1958			
MERCHANT WHOLESALERS, TOTAL.....	+4	r-10	-3	-2	0	132	139	119
DURABLE GOODS, TOTAL.....	+7	-11	-8	-3	0	174	187	154
Automotive wholesalers.....	+12	-10	+7	+3	0	201	212	180
Automotive equipment, tire-tube wholesalers.....	+6	-11	+6	+2	-1	216	226	191
Electrical, electronics, appliance distributors.....	+4	-7	-2	-7	+1	168	171	153
Electrical apparatus, supplies distributors.....	+4	-5	-4	-6	+3	158	165	145
Electrical appl., TV,radio sets,electronic parts, distributors	+4	-8	+1	-7	-1	178	177	161
Furniture, home furnishings wholesalers.....	+1	-12	-1	-10	-1	143	152	129
Furniture wholesalers.....	-11	-17	-6	-10	0	149	157	132
Home furnishings, floor coverings wholesalers.....	+7	-9	+1	-9	-1	140	149	128
Hardware, plumbing-heating goods wholesalers.....	+3	-15	-5	-3	-3	204	220	176
Hardware wholesalers.....	+3	-15	-6	-6	-3	234	254	203
Plumbing, heating equipment, supplies distributors.....	+3	-16	-5	-1	-2	177	188	152
Lumber, construction materials distributors.....	+14	-17	-3	+1	+1	105	122	82
Lumber, millwork wholesalers.....	+20	-15	-4	+1	+2	156	183	121
Construction materials distributors.....	+7	-19	-3	+1	0	66	76	53
Machinery, equipment, supplies distributors.....	+3	-12	-9	-1	0	198	203	178
Air conditioning, commercial refrigeration equipment, distributors*.....	+4	-14	0	0	-4	225	241	211
Commercial machines, equipment distributors*.....	-6	-8	-3	-3	+2	183	176	167
Industrial machinery, equipment, supplies distributors.....	-8	-9	-21	-5	+1	192	192	176
Professional equipment, supplies distributors.....	+5	-14	+10	0	-1	195	198	166
Surgical, medical, hospital supply houses*.....	0	-9	+5	+9	+2	176	152	150
Service establishment supply houses.....	+10	-13	+5	+3	-1	127	138	114
Metals, metalwork (except scrap) distributors.....	+8	-12	-19	-8	+4	233	270	196
Iron, steel and products distributors.....	+12	-16	-17	-9	+5	283	331	231
Nonferrous metals distributors.....	+2	-2	-23	-1	+3	107	117	99
Scrap, waste materials dealers.....	+17	-3	-33	+24	-3	66	76	76
Iron, steel scrap dealers.....	+17	+3	-43	+35	-4	86	83	89
Waste materials dealers.....	+16	-10	-14	+9	-1	43	69	60
Jewelry wholesalers*.....	+1	-8	-5	-7	+1	183	197	169
NONDURABLE GOODS, TOTAL.....	r+3	-10	0	-1	+1	101	103	91
Grocery, confectionery, meat wholesalers.....	+1	-10	+5	-1	0	74	76	65
General-line grocery wholesalers.....	+3	-11	+5	+3	-1	98	99	90
Voluntary groups*.....	+3	-9	+7	+1	-2	90	90	86
Retailer-cooperative*.....	+13	-9	+7	+8	-2	76	78	69
Nonaffiliated*.....	+1	-10	+4	+2	-1	113	115	102
Specialty-line grocery wholesalers.....	-7	-10	+1	-10	0	76	78	63
Confectionery wholesalers.....	0	+6	+4	+7	+1	94	86	86
Meat, meat products wholesalers.....	+15	-9	+14	+21	+3	23	22	19
Farm products (edible) distributors.....	-4	-4	+2	-2	+1	26	26	25
Poultry, poultry products distributors.....	-1	-2	+12	-3	-6	21	20	22
Fresh fruit, vegetable wholesalers.....	-5	-5	-3	-2	+4	25	24	23
Beer, wine, distilled spirits wholesalers.....	+2	-1	+3	+1	+6	127	125	121
Beer, ale distributors.....	+3	-9	0	+2	+2	60	59	52
Wine, distilled spirits wholesalers.....	+2	+3	+6	+1	+7	157	155	159
Drugs, chemicals, allied products wholesalera.....	0	-12	0	+4	0	146	141	128
Drug wholesalers (general and specialty lines).....	-3	-12	+1	+3	-2	160	152	143
Industrial chemicals, explosives wholesalers.....	+5	-11	-2	+7	+5	110	110	91
Paint, varnish wholesalers.....	+8	-10	-2	+6	+3	156	157	132
Tobacco distributors.....	+2	-9	+3	+4	+3	63	63	56
Dry goods, apparel wholesalers.....	+5	-16	0	-9	-3	188	200	171
Clothing, furnishings, footwear wholesalers.....	+1	-15	+2	-6	-8	164	168	162
Dry goods wholesalers (general and specialty lines).....	-1	-18	-5	-11	+1	222	234	185
Piece goods converters*.....	+5	-17	-5	-11	-3	181	204	162
Paper, allied products wholesalers.....	+3	-10	+1	+2	0	117	117	106
Paper wholesalers.....	+3	-10	+3	+2	0	116	114	103
Stationery, wallpaper wholesalers*.....	+3	-7	-2	0	+2	123	140	129
Farm products (raw materials) merchants*.....	+3	-16	-4	r 0	r +7	132	142	119
Other nondurable goods wholesalers*.....	+1	-8	-5	+3	-1	104	101	95
Amusement, sporting goods distributors.....	-5	-6	-3	+1	-5	161	151	146
Book, magazine, newspaper wholesalers*.....	0	-6	+5	-5	-4	127	131	117
Coal wholesalers.....	-15	-7	-22	-10	+5	104	103	101
Farm supplies wholesalers.....	+8	-15	+3	+8	+8	164	160	126

* See text, page 8.

r Revised since Advanced Release January 5, 1959.

UNITED STATES, BY GEOGRAPHIC DIVISION

SALES OF MERCHANT WHOLESALERS

ELEVEN MONTHS 1958 COMPARED WITH ELEVEN MONTHS 1957
(Percent change)



STOCKS—SALES RATIOS OF MERCHANT WHOLESALERS IN SELECTED KINDS OF BUSINESS

NOVEMBER 1958 COMPARED WITH NOVEMBER 1957

(Percent)

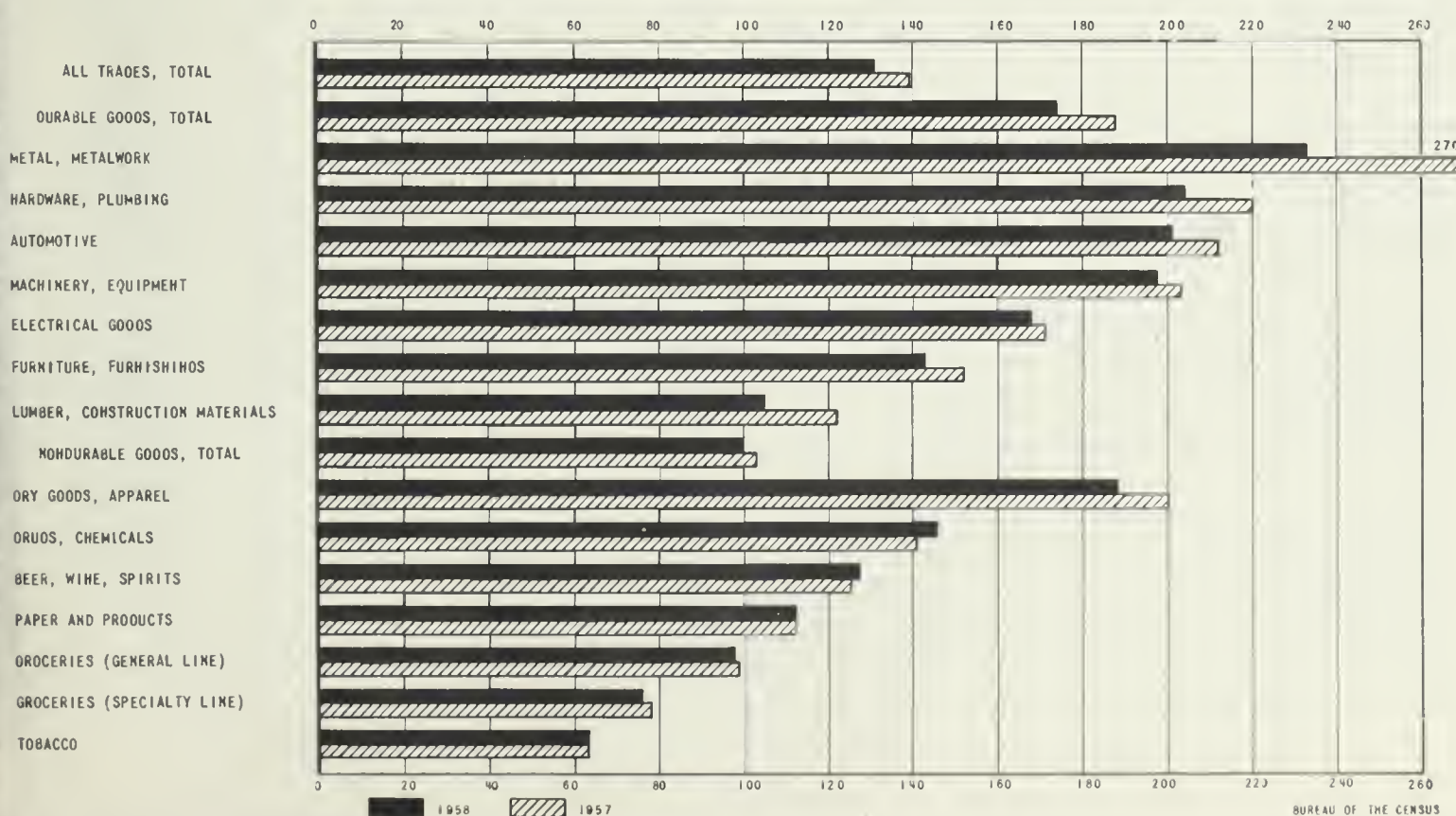


Table 3.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS

Kind of business and geographic division (see map page 5)	NOVEMBER 1958							
	Sales*			Inventory, end-of-month		Stock-sales ratios		
	Percent change			(at cost)		(percent)		
	November 1958 from--		11 mos. 1958 from 11 mos. 1957	Percent change, November 1958 from--		November 1958	November 1957	October. 1958
	November 1957	October 1958		November 1957	October 1958			
MERCHANT WHOLESALERS, TOTAL.....	+4	-10	-3	-2	0	132	139	119
New England.....	+5	-8	-3	-9	-1	124	143	116
Middle Atlantic.....	-1	-10	-5	-2	+1	119	119	105
East North Central.....	+3	-11	-6	-1	0	131	136	119
West North Central.....	-1	-20	+2	-10	-7	127	141	112
South Atlantic.....	+2	-8	-1	+1	+3	151	156	135
East South Central.....	+7	-12	-2	-3	-5	146	158	134
West South Central.....	0	-9	-6	-2	0	152	156	139
Mountain.....	+5	-10	+3	+2	+2	168	170	143
Pacific.....	+5	-13	-1	-3	-1	133	144	115
Automotive equipment, tire-tube wholesalers.....	+6	-11	+6	+2	-1	216	226	191
New England.....	+7	(X)	+1	(X)	+1	203	181	143
Middle Atlantic.....	+9	-9	+5	+4	+2	196	181	183
East North Central.....	+8	-10	-3	+5	-1	301	310	278
West North Central.....	+13	-9	+7	-2	-1	179	209	157
South Atlantic.....	+15	-3	+3	+1	0	174	205	171
East South Central.....	+21	-9	+7	+4	0	213	229	195
West South Central.....	+10	-11	+1	0	+1	231	253	212
Mountain.....	-2	-3	+3	(X)	-4	227	245	194
Pacific.....	+6	-16	+2	+17	+1	215	223	170
Electrical Apparatus, supplies distributors.....	+4	-5	-4	-6	+3	158	165	145
New England.....	-6	-4	-11	-16	+6	163	202	146
Middle Atlantic.....	-5	+3	-8	-11	0	137	149	136
East North Central.....	0	-8	-11	-1	+2	166	165	152
West North Central.....	-1	-3	-10	-6	+2	190	195	178
South Atlantic.....	-14	-7	-10	+2	+7	160	131	140
East South Central.....	+20	-2	-6	-6	+1	137	168	128
West South Central.....	-10	0	-5	-12	+3	187	191	186
Mountain.....	+6	-3	+5	0	0	140	149	136
Pacific.....	+10	-13	-1	-9	+4	139	169	117
Elec. Appliances, TV, radio sets, electronic parts distributors..	+4	-8	+1	-7	-1	178	177	161
New England.....	+2	-10	-2	-13	-1	175	189	152
Middle Atlantic.....	-9	-8	-8	-12	+1	147	144	129
East North Central.....	-8	-12	-10	-8	+1	169	168	147
West North Central.....	-4	+1	-3	-10	-1	201	207	200
South Atlantic.....	-14	-4	-6	-6	+2	194	174	188
East South Central.....	(X)	-10	(X)	-15	-5	259	242	245
West South Central.....	-1	-8	-1	-3	-2	250	249	234
Pacific.....	+2	-6	-1	-3	+7	160	162	139
Furniture, home furnishings wholesalers.....	+1	-12	-1	-10	-1	143	152	129
New England.....	-10	-14	-4	-2	-5	142	141	112
Middle Atlantic.....	0	-9	-4	-1	-3	132	138	123
East North Central.....	-2	-18	-8	-13	-1	130	131	107
West North Central.....	-4	-14	-2	-12	-4	150	168	137
South Atlantic.....	+19	-8	+3	-11	+2	125	161	117
East South Central.....	+4	+3	+2	(X)	+8	(X)	(X)	(X)
West South Central.....	+4	-6	-6	-10	+2	160	181	153
Pacific.....	+3	-6	-3	-15	-1	182	181	177
Hardware wholesalers.....	+3	-15	-6	-6	-3	234	254	203
New England.....	-4	-13	-6	+3	0	302	300	267
Middle Atlantic.....	-9	-22	-8	-9	+1	258	236	195
East North Central.....	+4	-15	-7	-11	-2	209	239	179
West North Central.....	+3	-18	+3	-11	-6	223	258	192
South Atlantic.....	0	-14	-4	-12	-2	260	294	225
East South Central.....	+4	-15	-4	+6	-3	207	206	180
West South Central.....	0	-14	-7	+2	-2	286	283	251
Mountain.....	+13	-15	-2	-1	-1	285	326	245
Pacific.....	+13	-8	-1	-5	-5	204	246	200
Plumbing, heating equipment, supplies distributors.....	+3	-16	-5	-1	-2	177	188	152
New England.....	-2	-18	+1	+6	-4	179	175	144
Middle Atlantic.....	-2	-16	-6	-2	-4	178	173	157
East North Central.....	-1	-18	-9	+3	+1	203	193	165
West North Central.....	+30	-17	+8	+1	-6	192	250	177
South Atlantic.....	0	-16	-1	+1	-3	161	175	140
East South Central.....	+18	-15	+6	(X)	-1	163	240	141
West South Central.....	(X)	-4	(X)	+7	-1	160	176	155
Mountain.....	(X)	-7	(X)	(X)	-5	(X)	(X)	(X)
Pacific.....	+24	-14	+1	0	-2	151	194	125
Lumber, construction materials distributors.....	+14	-17	-3	+1	+1	105	122	82
New England.....	(X)	-20	(X)	(X)	+6	76	125	82
Middle Atlantic.....	+3	-19	-5	+2	+3	119	117	90
East North Central.....	+3	-25	-6	(X)	+3	121	121	86
West North Central.....	+5	-17	-1	(X)	-1	87	141	72
South Atlantic.....	+14	-6	-1	+17	-3	72	75	63
East South Central.....	+37	(X)	+3	-8	0	164	178	119
West South Central.....	(X)	-22	(X)	+1	-1	99	144	78
Mountain.....	+20	-23	+11	+13	-1	128	150	100
Pacific.....	+26	-15	+2	-9	-2	68	88	59

See footnotes at end of table.

Table 3.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS--Continued

NOVEMBER 1958

Kind of business and geographic division (see map page 5)	Sales*			Inventory, end-of-month (at cost)		Stock-sales ratios (percent)		
	Percent change							
	November 1958 from--		11 mos. 1958 from 11 mos. 1957	Percent change, November 1958 from--		November 1958	November 1957	October 1958
	November 1957	October 1958		November 1957	October 1958			
Industrial machinery, equipment supplies distributors.....	-8	-9	-21	-5	+1	192	192	176
Middle Atlantic.....	-4	-6	-14	+7	+2	203	185	196
East North Central.....	-2	-9	-21	-7	-2	169	175	159
West North Central.....	(X)	-7	(X)	(X)	-1	220	349	213
South Atlantic.....	-9	-18	-19	+6	-3	209	197	169
West South Central.....	-15	-6	-33	-5	+2	204	181	188
Mountain.....	(X)	-2	(X)	+3	+9	189	151	171
Pacific.....	(X)	-17	(X)	-11	+4	227	234	165
General-line grocery wholesalers.....	+3	-11	+5	+3	-1	98	99	90
New England.....	(X)	-10	(X)	-5	-1	100	112	96
Middle Atlantic.....	0	-13	+5	+7	-3	100	95	89
East North Central.....	+2	-8	+7	0	-2	84	87	80
West North Central.....	+1	-8	+7	-1	+1	97	95	89
South Atlantic.....	+7	-15	+5	-3	0	116	115	98
East South Central.....	+8	-12	+8	+6	-1	120	124	107
West South Central.....	-4	-13	+5	-2	-2	108	111	97
Mountain.....	+3	-6	+5	+4	0	109	108	103
Pacific.....	+12	-1	+4	+7	+1	77	78	70
Specialty-line grocery wholesalers.....	-7	-10	+1	-10	0	76	78	63
New England.....	(X)	-8	(X)	+14	+2	129	115	94
Middle Atlantic.....	-13	-17	0	-18	+1	71	77	55
East North Central.....	-7	-10	+3	+3	-2	88	82	77
West North Central.....	+13	-2	+1	+21	+5	106	106	101
South Atlantic.....	(X)	-1	(X)	(X)	+8	127	132	114
West South Central.....	(X)	-14	(X)	(X)	+4	63	63	57
Pacific.....	-4	-20	+3	(X)	(X)	38	49	39
Fresh fruit, vegetable wholesalers.....	-5	-5	-3	-2	+4	30	30	27
New England.....	+6	+8	+1	+6	+11	24	24	20
Middle Atlantic.....	0	-10	-4	+1	+12	15	14	13
East North Central.....	-10	-9	-7	(X)	-1	17	16	21
West North Central.....	(X)	-7	(X)	(X)	+7	(X)	(X)	(X)
South Atlantic.....	-5	+5	0	+11	+9	28	28	24
East South Central.....	-22	-8	-4	(X)	+2	(X)	(X)	(X)
West South Central.....	+6	-11	0	(X)	-17	29	33	29
Mountain.....	(X)	-18	(X)	(X)	-3	(X)	(X)	(X)
Pacific.....	-6	-11	+1	-3	+11	29	27	23
Drug wholesalers (general and specialty lines).....	-3	-12	+1	+3	-2	160	152	143
New England.....	-6	-13	-1	+6	0	163	141	146
Middle Atlantic.....	-5	-20	-3	+10	-1	131	114	113
East North Central.....	-5	-11	-2	+7	-1	167	144	145
West North Central.....	-10	-15	+2	(X)	(X)	(X)	(X)	(X)
South Atlantic.....	-2	-7	+2	0	-1	176	167	165
East South Central.....	-3	-11	+2	(X)	(X)	(X)	(X)	(X)
West South Central.....	-9	-15	+2	-3	-1	245	227	209
Mountain.....	-2	-12	+6	+4	-4	169	159	143
Pacific.....	+1	-8	+3	+3	-3	137	158	130
Tobacco distributors.....	+2	-9	+3	+4	+3	63	63	56
New England.....	+5	-8	+3	+16	+8	61	59	52
Middle Atlantic.....	+6	-5	+6	+7	+8	51	52	46
East North Central.....	+2	-9	+4	-4	0	63	64	57
West North Central.....	+13	-8	+8	-10	+1	58	61	51
South Atlantic.....	+2	-11	+5	+16	+2	73	63	64
East South Central.....	0	-13	+10	+12	+2	63	51	54
West South Central.....	+1	-11	+5	-8	+6	64	65	53
Mountain.....	(X)	-9	(X)	(X)	(X)	(X)	(X)	(X)
Pacific.....	+2	-13	+11	-15	-9	53	64	52
Dry goods, apparel wholesalers.....	+5	-16	0	-9	-3	188	200	171
New England.....	+4	-14	-3	-9	-5	191	216	173
Middle Atlantic.....	+3	-17	-5	-11	-2	199	214	173
East North Central.....	-4	+2	-6	+5	-8	175	172	199
West North Central.....	-4	-19	-1	-8	-2	201	207	149
South Atlantic.....	+3	-12	0	+1	-7	139	156	128
West South Central.....	+9	+2	0	(X)	-13	(X)	(X)	(X)
Pacific.....	+3	-5	-3	(X)	-5	132	106	153

* See text, page 8.

X Withheld due to extreme variability of reported data.

DESCRIPTION OF SAMPLE, ESTIMATING PROCEDURE, AND RELIABILITY OF THE DATA

1. Scope of Survey

This survey is limited to merchant wholesalers, which constitute the major portion of the broad field of wholesale trade, and excludes other types of wholesale trade such as manufacturers sales branches and sales offices; petroleum bulk stations; agents and brokers and assemblers of farm products. All kinds of business in which merchant wholesalers operate are represented in this survey.

Merchant wholesalers are defined in the Standard Industrial Classification Manual issued by the Bureau of the Budget, Executive Office of the President, as "Establishments usually known as wholesalers, merchant wholesalers or jobbers, primarily engaged in buying, taking title to, and where customary, physically storing and handling goods and selling the goods at wholesale principally to retailers and industrial and commercial users. This group also includes industrial and distributors, exporters, and importers, cash-and-carry wholesalers; drop shippers, wagon distributors, etc. The establishments included in this group may perform operations on the goods incidental to the wholesale trading and delivery, such as installing equipment, and fixtures; and collecting and baling waste materials." Firms which, in addition to merchant wholesale establishments, operate other types of establishments, e.g., retail, manufacturing, etc., report in this survey only for their merchant wholesale establishments. A description of each kind-of-business classification shown in this report is included on pages 10 through 12.

2. Sample Design

Firms reporting in the survey are part of a probability sample representing merchant wholesalers in all kinds of business. The sample, which includes over 17,000 firms (about 26,000 establishments) is drawn from two sources: (1) 1954 Census of Business lists representing all wholesalers (with paid employees) in business in 1954 and (2) Bureau of Old Age and Survivors Insurance (BOASI) lists of wholesalers (with paid employees) entering business (or requesting new Employer Identification Numbers) since 1954. The sample is supplemented twice a year for new firms on the BOASI lists.

The reporting panel includes a fixed panel of about 1,400 very large firms reporting monthly and four rotating panels each containing about 3,900 smaller firms which report every fourth month. In any given month, the total reporting panel includes about 5,300 firms.

The number of firms selected in the sample for each kind of business varies from 150 to 650 firms, depending upon (a) the total number of firms in the trade, (b) and distribution of firms within the trade by sales size, and (c) whether geographic division trends are to be shown for the trade. In those kinds of business for which percentage changes are shown by geographic division, the sample chosen for the national estimates was increased by about 50 percent to provide wider representation by geographic division. In some of these trades, however, data are not shown separately for some geographic divisions because even this increase in the sample size will not provide reliable results in all geographic divisions.

3. Published Data

Sales.---This report includes monthly dollar volume estimates of sales by kind of business for the United States as a whole (Table 1) and sales trends (percent changes) derived from these estimates (Table 2). Sales trends are shown in Table 2 for some detailed kind of businesses for which estimates are not shown separately in Table 1. For these kinds of business (identified by * in Table 2) the trends are based only on the weighted sales of identical firms (i.e., firms reporting data for each of the months for which comparisons are made). Sales trends by geographic division are also shown for selected kinds of business (Table 3). In Table 3, the trends for geographic division are based on

weighted sales of identical firms; however, sales trends at the United States level are derived from the dollar volume estimates shown in Table 1.

Sales include sales of merchandise and receipts from repairs or other services to customers, after deducting returns and allowances, and discounts. Sales of merchandise for others on a commission basis are also included. Local and State sales taxes, and Federal excise taxes are included.

Inventories.---This report presents inventory trends by kind of business for the United States as a whole (Table 2) and by geographic division (Table 3). These inventory trends are based on the weighted inventories of identical firms (i.e., firm reporting data for each of the months compared).

Inventories represent stocks, at cost, of merchandise on hand for sale at the end of the month.

Stock-sales ratios.---These are presented by kind of business for the United States as a whole (Table 2) and by geographic division (Table 3). The stock-sales ratios are percentages derived by dividing weighted stocks, at cost, by weighted sales for only those firms reporting inventories in conjunction with sales in all three periods compared. Excluded from these ratios were all firms which report "zero" inventories (e.g., drop shippers). No adjustment is made in these calculations for the markup of sales, which varies from trade to trade. Stock-sales ratios for previous months shown in the current report may differ from those published in previous reports since the reporting panel varies.

4. Estimating Procedure

Each firm selected in the sample has an assigned weight which reflects its probability of selection in the sample. Large firms are selected with certainty, thus having a weight of one (1). Other firms are sampled at varying rates, depending upon size, with smaller firms having a lower probability of selection and thus a larger weight.

For most firms reporting, data are available for each of three months (current, previous, and year ago). New firms reporting provide data for at least two months (current and previous). Sales and inventory figures reported for each firm are multiplied by its weight (the reciprocal of its probability of selection) and the results summarized to obtain the dollar volume estimates, percentage changes and stock-sales ratios shown in this report.

Volume estimates.---The summation of the weighted reports of sales for each monthly panel provides unbiased dollar volume estimates, by kind of business, for two months--the current month and the preceding month. However, the published estimate is a "composite" of two estimates (a) the unbiased estimate for the current month obtained from the summation of the current month reports and (b) a ratio estimate obtained by multiplying the "composite" estimate for the previous month by the ratio of the current month unbiased to previous month unbiased estimates obtained from the summation of the current reports. The unbiased estimate (a) receives a weight of .3 while the ratio estimate (b) receives a weight of .7. The resulting weighted average provides a "composite" estimate of the dollar volume of sales considerably more reliable than either of the two estimates taken alone.

Percentage changes.---Two types of percentage change figures are presented in this report, viz., (1) percentage changes derived from dollar volume estimates (2) percent changes based on the weighted data from identical firms (i.e., those reporting data for each of the months for which comparisons are made). The percentage changes based on identicals however, should not be regarded as an unbiased measure of percentage change. Since only those establishments reporting in both periods compared are included, the net change due to births and deaths is not reflected in the ratios shown.

DESCRIPTION OF SAMPLE, ESTIMATING PROCEDURE, AND RELIABILITY OF THE DATA--Continued

5. Reliability of the Data

Estimates based on a sample are subject to sampling variability and thus are not expected to be in exact agreement with a complete census taken with the same enumeration procedures. For all trades combined, the sampling variability of the "composite" sales estimates for any individual month, is less than one percent at the one sigma level. That is to say, the chances are about two out of three that the estimated sales shown would differ by less than one percent from the results of a complete enumeration. The variability of estimates for kind-of-business groups and individual kinds of business is generally higher than for total merchant wholesale trade but for most trades the sampling variability is less than 5 percent at the one sigma level. Table 4 presents these sampling variabilities of the estimates for February, March, April and May 1958. Since these estimates are also subject to sampling variability they should be regarded as giving a general rather than exact idea of the variability due to sampling.

The sampling variability of the ratios based on weighted identicals has not been evaluated. However, where these ratios are based on a small number of reports (viz., trends by geographic division) the sampling variability is usually quite high.

These measures do not include biases that may arise from other nonsampling errors, such as failure of respondent to submit correct figures or to submit a report in time for tabulation. In preparing the dollar volume estimates, an estimate is included for those firms that fail to respond. To the extent that the estimates for these firms may differ from the actual figures, nonresponse affects the reliability of the dollar volume estimate. As a result, dollar volume estimates are not published separately in a few trades where the nonresponse rate was considered too high to provide reliable level estimates. Approximately 10 percent of the total sales are imputed for nonresponse.

Table 4.--SAMPLING VARIABILITY--MONTHLY ESTIMATES OF SALES OF MERCHANT WHOLESALERS, BY KIND OF BUSINESS

Kind of business	Sampling error of monthly dollar value of sales				Sampling error of the ratio of sales	
	1958				Sept. 1958 from--	
	June	July	Aug.	Sept.	Aug. 1958	Sept. 1957
	Percent				Percent	
MERCHANT WHOLESALERS, TOTAL.....	0.9	0.9	0.8	1.0	0.6	0.8
DURABLE GOODS, TOTAL.....	1.4	1.3	1.3	1.4	0.8	1.2
Automotive.....	5	5	6	4	4	4
Automotive equipment, tire-tube....	4	4	4	3	2	3
Electrical, electronics, appliances...	4	4	4	4	2	3
Electrical apparatus, supplies.....	2	2	2	4	3	4
Electrical appliances, TV, radio sets, electronic parts.....	7	7	8	7	2	5
Furniture, home furnishings.....	4	3	3	4	2	3
Furniture wholesalers.....	6	7	7	6	3	7
Home furnishings, floor coverings...	4	4	3	4	3	3
Hardware, plumbing-heating goods.....	2	2	2	2	1	2
Hardware.....	2	2	2	2	1	2
Plumbing, heating equipment, supplies.....	3	3	3	3	2	3
Lumber, construction materials.....	3	2	2	2	2	2
Lumber, millwork.....	5	5	5	4	3	3
Construction materials.....	4	4	4	4	2	3
Machinery, equipment, supplies.....	3	3	3	3	2	2
Industrial machinery, equipment, supplies.....	5	5	6	4	3	4
Professional equipment, supplies....	6	5	5	5	3	6
Service establishment supply houses...	3	5	5	5	2	4
Metals, metalwork (except scrap).....	3	3	4	3	2	4
Iron, steel and products.....	4	4	5	4	3	5
Nonferrous metals.....	5	3	4	4	2	6
Scrap, waste materials.....	5	5	5	5	3	4
Iron, steel scrap.....	7	6	7	7	4	6
Waste materials.....	6	10	7	8	3	9
NONDURABLE GOODS, TOTAL.....	1.6	1.3	1.2	1.3	1.0	1.1
Grocery, confectionery, meat.....	3	2	2	2	1	2
General-line grocery.....	2	2	2	3	2	2
Specialty-line grocery.....	10	7	7	7	2	5
Confectionery.....	5	4	5	5	4	4
Meat, meat products.....	5	5	6	6	4	4
Farm products (edible).....	4	3	3	3	2	2
Poultry, poultry products.....	6	6	6	6	4	5
Fresh fruit, vegetables.....	4	3	4	4	2	3
Beer, wine, distilled spirits.....	3	3	3	3	2	2
Beer, ale.....	4	4	5	3	3	2
Wine, distilled spirits.....	3	3	4	4	3	3
Drugs, chemicals, allied products....	2	2	2	2	1	2
Drugs (general and specialty lines)	3	3	3	4	2	3
Industrial chemicals, explosives...	4	5	3	4	3	3
Paint, varnish.....	4	5	5	5	2	3
Tobacco.....	2	2	3	3	2	2
Dry goods, apparel.....	2	2	3	3	2	3
Clothing, furnishings, footwear....	6	7	6	7	5	5
Dry goods (general and specialty lines).....	5	5	4	5	4	4
Paper, allied products.....	2	2	3	2	2	2
Paper.....	2	2	3	3	2	2
Amusement, sporting goods.....	5	4	5	5	4	3
Coal wholesalers.....	4	4	3	4	1	2
Farm supplies wholesalers.....	7	7	7	7	2	6

Note: The above table provides approximate measures of the sampling variability of the dollar volume estimates of sales and of the ratios between sales for the two months specified. The ratio between sales for two consecutive months generally has smaller sampling error than either the ratios between sales for two months or the ratio of estimates of the level of sales. These sampling errors are themselves subject to sampling variability and thus should be regarded as giving a general rather than exact idea of the variability due to sampling. Differences from month to month may be due to this error in the estimates of sampling error. Differences may also result from seasonal or cyclical fluctuation in the sales of individual firms.

The sampling errors shown above can be converted to a range by the following computation: Multiply the sampling error by the estimate (whether it is a dollar volume estimate or a ratio). Add and subtract the resulting product from the published estimate. The resulting range is expected to include the "expected value" that is, the value which could be obtained from a complete enumeration) about two out of three times. Doubling the sampling error and repeating the above process will give a range which will include the "expected value" about 19 out of 20 times.

To illustrate the computation of these ranges for monthly dollar volume estimates, consider the estimate made for all durable goods in September 1958. The published estimate is \$4,395 million while the sampling error shown for this month is 1.4 percent (or .014). Multiplying \$4,395 million by .014, we obtain \$62 million. Thus, the chances are two out of three that the "expected value" of the estimate is between \$4,333 and \$4,457 million. Doubling the given sampling error gives us the limits, \$4,271 to \$4,519 million, which will contain the "expected value" 19 out of 20 times.

As an example of the use of these sampling error data with ratios, consider the ratio of change from August 1958 to September 1958 for all durable goods. This ratio of change, obtained by dividing \$4,395 million by \$4,134 million, is 1.06 (it can also be expressed as a 6% increase). The sampling error of this statistic is 0.8 percent (.008). Multiplying 1.06 by .008, we obtain .008 as the standard error of the ratio. There is a probability of two out of three that the "expected ratio" is contained in the range 1.05 to 1.07 while there is a probability of 19 out of 20 that the "expected ratio" is contained in the range 1.04 to 1.08.

DESCRIPTION OF KINDS OF BUSINESS

All kinds of business in which merchant wholesalers operate are represented in this survey. The kinds of business shown in this report parallel broad classifications used in the 1954 Census of Business covering wholesale trade. Each establishment in this survey has been assigned a kind-of-business classification based upon its trade designation and an analysis of its sales by commodity lines as reported to the Bureau of the Census. A description of each kind-of-business classification in this report is given below.

DURABLE GOODSAutomotive wholesalers

Motor-vehicle distributors.--Merchant wholesale establishments primarily engaged in selling new and used passenger automobiles and similar motor vehicles, road-type trucks, truck tractors, busses, trailers, and semitrailers to dealers or to fleet operators, industrial accounts, and to commercial users. Dealers in road-type trucks, truck tractors, and truck trailers are included here on the basis of kind-of-goods sold. (Not shown separately in the accompanying table.)

Automotive equipment, tire-tube wholesalers.--Merchant wholesale establishments--frequently referred to as jobbers in this trade--primarily engaged in selling automotive equipment, accessories, parts, tires, tubes and garage equipment and tools.

Electrical, electronics, appliance distributors

Electrical apparatus, supplies wholesalers.--Merchant wholesale establishments selling a general line of electrical equipment and apparatus; wiring supplies and construction materials; lighting fixtures and lamps; radio and television sets and accessories; electric refrigerators and other electrical appliances and specialties; and electronic parts and equipment; and those primarily engaged in selling such electrical equipment and apparatus; wiring supplies and construction materials, and lighting fixtures and lamps, as conduits and fittings, interior wires and cables, wiring devices, safety switches, poles, crossarms, pole-line hardware, outside wires and cables, residential, commercial, and industrial lighting fixtures, and incandescent and fluorescent lamps. Establishments specializing in the sale of electrical prime movers and other electrical power equipment for the generation, transmission, or utilization of electric energy are also included.

Electrical appliances, TV, radio sets, electronic parts distributors.--Merchant wholesale establishments primarily engaged in selling such electrical appliances and specialties as radio and television sets, dish washers, electric refrigerators, electric ranges, washing machines, ironers, radio and television parts and accessories, home freezers, sewing machines, hot water heaters, electric irons, percolators, clocks, hotplates, vacuum cleaners, etc., and electronic tubes, electronic replacement parts and accessories, and transmission and sound equipment.

Furniture, home furnishings wholesalers

Furniture wholesalers.--Merchant wholesale establishments primarily engaged in selling home or office furniture--wooden, metal or other.

Home furnishings, floor coverings wholesalers.--Merchant wholesale establishments primarily engaged in selling household china, glassware, and earthenware; floor coverings (carpets, rugs, linoleums, etc.); antique home furnishings; and miscellaneous home furnishings such as brooms, brushes, curtains, draperies, pictures and picture frames, window shades, kitchen utensils, phonograph records, and musical instruments.

Hardware, plumbing, heating goods wholesalers

Hardware wholesalers.--Merchant wholesale establishments selling a general line of merchandise sufficiently broad to service retail hardware stores and the hardware departments of other outlets--general-line hardware wholesalers; and establishments primarily engaged in selling builders hardware, heavy hardware, shelf or light hardware, and hardware

specialties such as tools, cutlery, bolts, nuts, rivets, screws, padlocks, keys, and the like--specialty-line hardware wholesalers.

Plumbing, heating equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling plumbing and heating equipment and supplies such as plumbing fixtures, including sanitary ware; steam and hot water heating boilers, radiators, parts, and fittings; stoves, ranges, furnaces, and other types of heating apparatus (except electric); oil burners; gas appliances and supplies; plumbing pipe, valves, and fittings; and plumbers brass goods.

Lumber, construction materials distributors

Lumber, millwork wholesalers.--Merchant wholesale establishments primarily engaged in selling lumber and millwork such as rough, dressed, and finished lumber; sheathing, siding, flooring, shingles, plywood, veneers, doors, sashes, frames, interior woodwork and trim.

Construction materials distributors.--Merchant wholesale establishments primarily engaged in selling such construction materials as brick, tile, and terra cotta; cement, lime, and plaster; building glass; sand, gravel, and crushed stone, ready-mixed concrete; roofing, siding and insulation; and stone, slate, concrete products, and building board.

Machinery, equipment, supplies distributors

Air conditioning, commercial refrigeration equipment distributors.--Merchant wholesale establishments primarily engaged in selling commercial refrigeration equipment (including electric) such as refrigerators, display cases, freezers, dispensers, water coolers, food locker equipment, and those selling air conditioning and ventilating equipment and supplies, including fans, blowers, and accessories. Establishments specializing in the sale of commercial refrigeration components and accessories are also included in this classification.

Commercial machines, equipment distributors.--Merchant wholesale establishments primarily engaged in selling office machines and equipment (except furniture) such as adding machines, typewriters, addressing, duplicating, sealing, computing, stapling, accounting, and statistical machines; restaurant and hotel equipment such as coffee urns, steam tables, china, glassware, silverware, linens, and related items; store machines and fixtures such as display fixtures, show racks, pricing equipment, cash registers, scales, meat slicers and grinders, coffee grinders, etc.; and such related equipment as florists' supplies, theater supplies and equipment, and parking meters. Establishments primarily engaged in selling to users are included, as well as those selling to dealers.

Industrial machinery, equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling machinery, equipment, and supplies to manufacturing and mining concerns. Included here are establishments selling industrial machinery; industrial belting, hose, and packing machine tools, mine and mill supplies; oil well and oil refining supplies; printing machinery and supplies; industrial rope, cordage, and twine; industrial materials, handling equipment; power transmission equipment; and machinery and equipment for such industries as food products, woodworking, shoe manufacturing, tanning, textile, and paper and pulp.

Professional equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling dental supplies (chairs, sterilizers, cabinets, instruments, dental gold and alloys, waxes, teeth, and the like); religious supplies (church goods and religious articles such as statuary, vestments, fonts, candles, religious pictures, calendars, literature, etc.); school equipment and supplies (desks, blackboards, chalk, rulers, wall and globe maps, etc.); optical goods; surgical, medical, hospital supplies and equipment; artists supplies; engineering instruments and supplies; and supplies for other professions.

Surgical, medical, hospital supply houses.--Merchant wholesale establishments primarily engaged in selling surgical and medical instruments; doctors apparatus and equipment; orthopedic appliances; artificial limbs; operating room and other hospital equipment; X-ray machines and accessories and other scientific instruments used by physicians and in hospitals.

Service establishments, supply houses.--Merchant wholesale establishments primarily engaged in selling barber and beauty supplies; laundry, dry cleaning equipment, supplies washing, drying, ironing, and pressing machines; laundry soaps and chemicals; dry cleaning fluids, marking equipment, etc.); shoe service supplies and equipment, undertakers supplies (caskets, burial vaults, burial garments, embalming chemicals and preparations, and other morticians and funeral equipment); upholsterers supplies (fabrics, leather and fillings, and other types of supplies used in the upholstery trade); and miscellaneous service equipment, such as janitors' supplies, furriers' supplies, bootblack's supplies, and hat cleaners' supplies.

Other machinery, equipment supplies distributors (not shown separately in accompanying table).--Merchant wholesale establishments primarily engaged in selling (a) transportation equipment such as aircraft and aeronautical equipment, supplies; railroad equipment, supplies; marine equipment, supplies; and other transportation equipment and supplies; (b) construction machinery, equipment such as road building machinery, excavating and dredging machinery, derricks, cranes, hoists, and winches; and related construction equipment as pneumatic hammers, concrete construction clamps and forms, scaffolding, chutes, and wheelbarrows--but not construction materials, and (c) farm-garden machinery, equipment including tractors) used in the preparation and maintenance of the soil, the planting and harvesting of crops, and other operations and processes pertaining to agriculture; dairy machinery and equipment, such as milking machines and cream separators; poultry equipment, such as incubators, brooders, and feeders and irrigation equipment.

Metals, metalwork (except scrap) distributors

Iron, steel, and products distributors.--Merchant wholesale establishments usually referred to as steel warehouses--primarily engaged in selling iron and steel products such as semifinished forms and shapes, plates, sheets, strips, bars, structural shapes, piling, nails, tubular products, wire products, forgings and castings. Steel warehouses of firms operating steelworks and rolling mills are also included here.

Nonferrous metals distributors.--Merchant wholesale establishments primarily engaged in selling nonferrous metals and metalwork such as aluminum, copper, tin, brass, lead and zinc.

Scrap, waste materials dealers

Iron, steel scrap dealers.--Merchant wholesale establishments primarily engaged in assembling, breaking up, sorting, and selling all forms of iron and steel scrap.

Waste materials dealers.--Merchant wholesale establishments primarily engaged in assembling, sorting, and selling such waste materials as nonferrous scrap metals, waste paper, rags, wiping cloths, textile wastes, scrap rubber, and other waste and salvage materials. Scrap iron and steel may be handled as secondary lines.

Jewelry wholesalers

Jewelry wholesalers.--Merchant wholesale establishments primarily engaged in selling a general- or specialty-line of jewelry such as clocks and watches; precious stones and metals; watch materials, jewelers supplies; costume jewelry; and miscellaneous items such as silverware, plated ware, medals, trophies, semiprecious stones, and insignia.

NONDURABLE GOODS

Grocery, confectionery, meat wholesalers

General-line grocery wholesalers.--Merchant wholesale establishments handling a general line of dry groceries and

processed foods usually sold in retail grocery stores, such as canned foods, flour, sugar, coffee, tea and spices, as well as such nonfood items as household chemicals, soaps and detergents, paper products, brooms, brushes, etc. Voluntary group wholesalers, retailer-cooperative warehouses, and cash-and-carry depots are included, as well as nonaffiliated general-line grocery wholesalers.

Specialty-line grocery wholesalers.--This classification includes two general types of merchant wholesale establishments: Those handling a combination of grocery items, no one item predominating, but not a sufficiently broad line of commodities to be classified as "general line"; and those primarily engaged in selling specialized lines of groceries and related products, such as canned foods; coffee, tea, and spices; dairy products; dried fruits and nuts; frosted and frozen foods; fish and seafood; bakery products; packaged breakfast cereals; flour; cooking oils and shortening; and soft drinks.

Confectionery wholesalers.--Merchant wholesale establishments primarily engaged in selling candy, chewing gum, popcorn, potato chips, salted nuts, fountain fruits and syrups, and related items. Cigars, cigarettes, and other products are also frequently handled as secondary lines.

Meat, meat products wholesalers.--Merchant wholesale establishments primarily engaged in selling fresh, frozen, cured or processed (but not canned) meats, lard, and other edible meat products. Secondary lines such as butter, cheese, eggs, dressed poultry, vegetable shortening, and canned meats are frequently handled.

Farm products (edible) distributors

Poultry, poultry products distributors.--Merchant wholesale establishments primarily engaged in selling live or dressed poultry, eggs, and related products. Establishments primarily engaged in dressing poultry are considered manufactures.

Fresh fruit, vegetable wholesalers.--Merchant wholesale establishments primarily engaged in selling fresh fruits, vegetables, berries, melons, and related items.

Beer, wine, distilled spirits wholesalers

Beer, ale distributors.--Merchant wholesale establishments primarily engaged in selling beer, ale, porter, stout and other fermented malt liquors, soft drinks, confectionery, tobacco, wines, and spirits are frequently handled as secondary lines.

Wine, distilled spirits wholesalers.--Merchant wholesale establishments primarily engaged in selling wines, whiskey, gin, rum, brandy, and other spirits, including neutral spirits and ethyl alcohol used in blending. Merchants who bottle and sell wines and distilled spirits manufactured in bulk by others, liquor departments of drug wholesalers, and State-operated wholesale outlets are included. State depots primarily engaged in supplying State liquor stores, however, are not included in wholesale trade.

Drugs, chemicals, allied products wholesalers

Drug wholesalers (general and specialty lines)

General-line drug wholesalers (not shown separately).--

Merchant wholesale establishments engaged in selling a full line of drugs, pharmaceuticals, proprietary medicines, druggists rubber goods, cosmetics, toiletries, drug sundries, and related merchandise. Cooperatives and voluntary group wholesalers handling a full line of drugs are also included in this classification. Liquor departments of drug wholesalers, however, are included with "Wines and distilled spirits wholesalers."

Specialty-line drug wholesalers (not shown separately).--

Merchant wholesale establishments primarily engaged in selling proprietary medicines, toilet preparations, and articles such as drugs, perfumes, cosmetics, powders, shaving preparations, toilet soap, dentifrices, combs, brushes, mirrors, medical glass, bandages, rubber goods, and antiseptics.

Industrial chemicals, explosives wholesalers.--Merchant wholesale establishments primarily engaged in selling such

industrial and heavy chemicals as coal-tar chemicals, plastics, compressed and liquefied gases (except LP gas), acids, ammonia, soda, industrial alcohols, explosives, dyestuffs, naval stores, etc. Concerns primarily engaged in selling pyrotechnics and ammunition for small arms are included in "Amusement and sporting goods wholesalers."

Paint, varnish wholesalers.--Merchant wholesale establishments primarily engaged in selling paints, varnishes, lacquers, enamels, calcimines, shellac, and stains. Glass, wallpaper, painters supplies, oils, chemicals, and related products are frequently handled as secondary lines.

Tobacco distributors

Tobacco distributors.--Merchant wholesale establishments primarily engaged in selling manufactured tobacco products such as cigars, cigarettes, chewing and smoking tobacco, and snuff. Confectionery, smokers articles, razor blades, playing cards, etc., are frequently handled as secondary lines.

Dry goods, apparel wholesalers

Clothing, furnishings, footwear wholesalers.--Merchant wholesale establishments primarily engaged in selling men's, boys' clothing, and furnishings (including suits, coats, overcoats, work clothing, hats and caps, shirts, ties, and underwear); women's, children's clothing, furnishings, and accessories (including suits, dresses, and skirts); furs and fur clothing; millinery, millinery supplies; shoes and other footwear; work clothing; and related lines.

Dry goods wholesalers (general and specialty lines)

General-line dry goods wholesalers (not shown separately).--Merchant wholesale establishments engaged in selling a diversified combination of lines usually sold in retail dry goods and general merchandise stores, including piece goods, home furnishings, work clothing, dresses, infants' wear, notions, and hosiery. Men's and women's clothing, furnishings, and millinery frequently constitute secondary lines.

Specialty-line dry goods wholesalers (not shown separately).--Merchant wholesale establishments primarily engaged in selling hosiery, underwear, piece goods, knit and lace goods, fancy linen and needlework and notions (thread, tapes, needles, pins, buttons, hair accessories, zippers, and shoe laces).

Piece goods converters.--Merchant wholesale establishments which purchase textiles in the gray or unfinished form, have them dyed and/or finished by others, usually on a contract basis, and sell to the cutting-up trade, garment makers, wholesalers, or retailers. Converters operating bleaching, dyeing, and finishing plants are not considered as merchant wholesalers.

Paper, allied products wholesalers

Paper wholesalers.--Merchant wholesale establishments primarily engaged in selling wrapping paper and other coarse paper; fine paper (writing papers, reproduction paper stock,

cover, text, thin, and other fine papers); newsprint and book paper; paperboard; and converted paper products such as bags, boxes, cups, dishes, towels, napkins, tissues, and bottle caps.

Stationery, wallpaper wholesalers.--Merchant wholesale establishments primarily engaged in selling commercial and social stationery, including envelopes, typewriter and mimeograph paper in cut sizes, file cards and folders; and office supplies such as pens, pencils, writing inks, carbon paper, paper clips, typewriter ribbons, greeting cards, and erasers; and embossed and printed wallpaper for use in covering or decorating interior walls and ceilings.

Farm products (raw materials) merchants

Farm products (raw materials) merchants.--Merchant wholesale establishments primarily engaged in selling cotton, grain, hides, skins, raw furs, livestock, leaf tobacco, wool, mohair, horses and mules, and other inedible products such as broomcorn, moss, hair, feathers, bristles, and fibers. This classification includes merchants (including terminal elevators) primarily engaged in selling raw farm products in marketing centers. Dealers buying such products direct from farmers and assembling them at local production points are classified as "assemblers" and not included here.

Other nondurable goods wholesalers

Amusement, sporting goods distributors.--Merchant wholesale establishments primarily engaged in selling cameras and photographic goods (cameras, parts, and accessories, projection apparatus, enlargers, developing and printing room apparatus and accessories, sensitized unexposed photographic supplies and equipment); sporting goods (toys, games, novelties, fireworks, bicycles, sporting goods, and athletic goods); and other recreation goods such as playground equipment, billiard and bowling equipment and supplies; and hobby goods.

Book, magazine, newspaper wholesalers.--Merchant wholesale establishments primarily engaged in selling books, magazines, periodicals, newspapers, and related items.

Coal wholesalers.--Merchant wholesale establishments primarily engaged in selling bituminous coal, anthracite coal, and coke. This includes firms with coal yards as well as those selling goods shipped directly from mine to customer.

Farm supplies wholesalers.--Merchant wholesale establishments primarily engaged in selling mixed and other feeds; fertilizers, fertilizer materials, and agricultural chemicals; seeds (farm, garden, and flower); and miscellaneous farm supplies such as hay, straw, and alfalfa.

Merchant wholesalers, n.e.c.--(Not shown separately in the accompanying table.) Merchant wholesale establishments primarily engaged in selling petroleum products, cut flowers and potted plants; forest products except lumber; inedible oils and fats; textiles and materials other than dry goods; industrial yarns; crude rubber; ores; sponges; artificial leather; wood pulp; artificial flowers; and products not elsewhere classified; and establishments handling a line of merchandise too broad to be included in any of the classifications outlined above.

MONTHLY WHOLESALE TRADE REPORT

U. S. DEPARTMENT OF COMMERCE

Lewis L. Strauss, Secretary

BUREAU OF THE CENSUS
Robert W. Burgess, Director

DECEMBER 1958

FOR RELEASE
FEBRUARY 6, 1959

SALES AND INVENTORIES

Annual Sales

Annual 1958 sales of merchant wholesalers totaled \$115.6 billion, about 2 percent below 1957 sales of \$118.0 billion. Durable goods trades, with 1958 sales estimated at \$47.3 billion, indicated a 6 percent decline from the \$50.5 billion in the previous year. In contrast, nondurable goods trades, with sales of \$68.2 billion in 1958, noted a slight increase (1%) over 1957 sales of \$67.5 billion.

Iron, steel scrap dealers, with 1958 sales down 40 percent from 1957, reported the largest decline. Other large decreases (about 20 percent) were experienced by distributors of nonferrous metals, coal, and industrial machinery. Among the nondurable goods trades, the principal increases were reported by meat wholesalers (15%) and poultry distributors (1%), Professional equipment distributors (9%) and automotive equipment wholesalers (7%) registered the largest gains among the durable goods trades.

Total 1958 sales were below a year ago in five geographic divisions; showed no change in one, and showed small gains in the remaining three. The largest decline (5%) was reported in the West South Central Division, the biggest gain (4%) in the Mountain Division.

December Sales

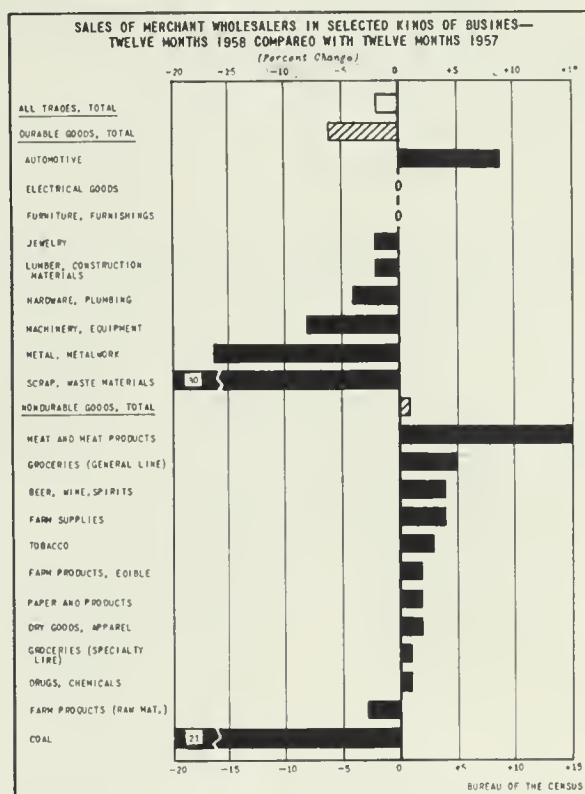
December 1958 sales of merchant wholesalers totaled \$10.4 billion, an increase of 4 percent over November 1958 and 12 percent above December sales a year ago. The durable goods trades reflected a somewhat smaller gain over November sales than the nondurable goods trades but reported a substantially larger increase over December 1957 sales. December 1958 sales in the durable goods trades were up 2 percent over their November level and 16 percent above sales a year ago. Sales in the nondurable goods trades were 6 percent above November sales and 9 percent above December 1957.

The principal increase over November sales was reported by wine, distilled spirits wholesalers (30%), while the largest decline was indicated by construction materials distributors (14%). Compared with a year ago, two trades--furniture wholesalers and coal wholesalers--showed slight (1%) declines while all other trades noted increases. Iron and steel products distributors, up 36 percent, registered the sharpest gain over year ago sales.

Inventories

Wholesalers inventories at the end of December were off 4 percent from a month earlier and were also 2 percent below stocks on hand a year ago. Durable goods stocks declined 2 percent from the November level and were slightly (1%) below a year ago. Stocks of nondurable goods trades showed somewhat larger declines, dropping 6 percent below the previous month and 2 percent below the year-ago level.

For sale by the Bureau of the Census; single copy--10¢, annual subscription--\$1.00



Most trades reported small declines from their November inventories. However, stocks of wine and distilled spirits wholesalers dropped substantially (18%) during the month. Compared with a year ago, inventories of meat wholesalers indicated the sharpest increase (23%), and stocks of coal wholesalers the biggest drop (16%).

The December 1958 stock sales ratio for all merchant wholesalers reporting inventories in conjunction with their sales was 121 percent, down 11 points from November and 16 points from the December 1957 ratio. The December stock-sales ratio of durable goods wholesalers was 168 percent compared with the nondurable goods ratio of 89.

General

This report includes monthly dollar volume estimates of sales of merchant wholesalers by kind of business from December 1957 through December 1958. These data are based on a probability sample representative of all merchant wholesalers in the country. A description of this sample and approximate measures of the reliability of the data are included on pages 8 and 9. Also included in this report are sales and inventory trends and stock-sales ratios by kind of business, for the United States as a whole and by geographic division.

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Table 1.--ESTIMATED MONTHLY SALES OF MERCHANT WHOLESALERS¹--UNITED STATES, BY KIND OF BUSINESS

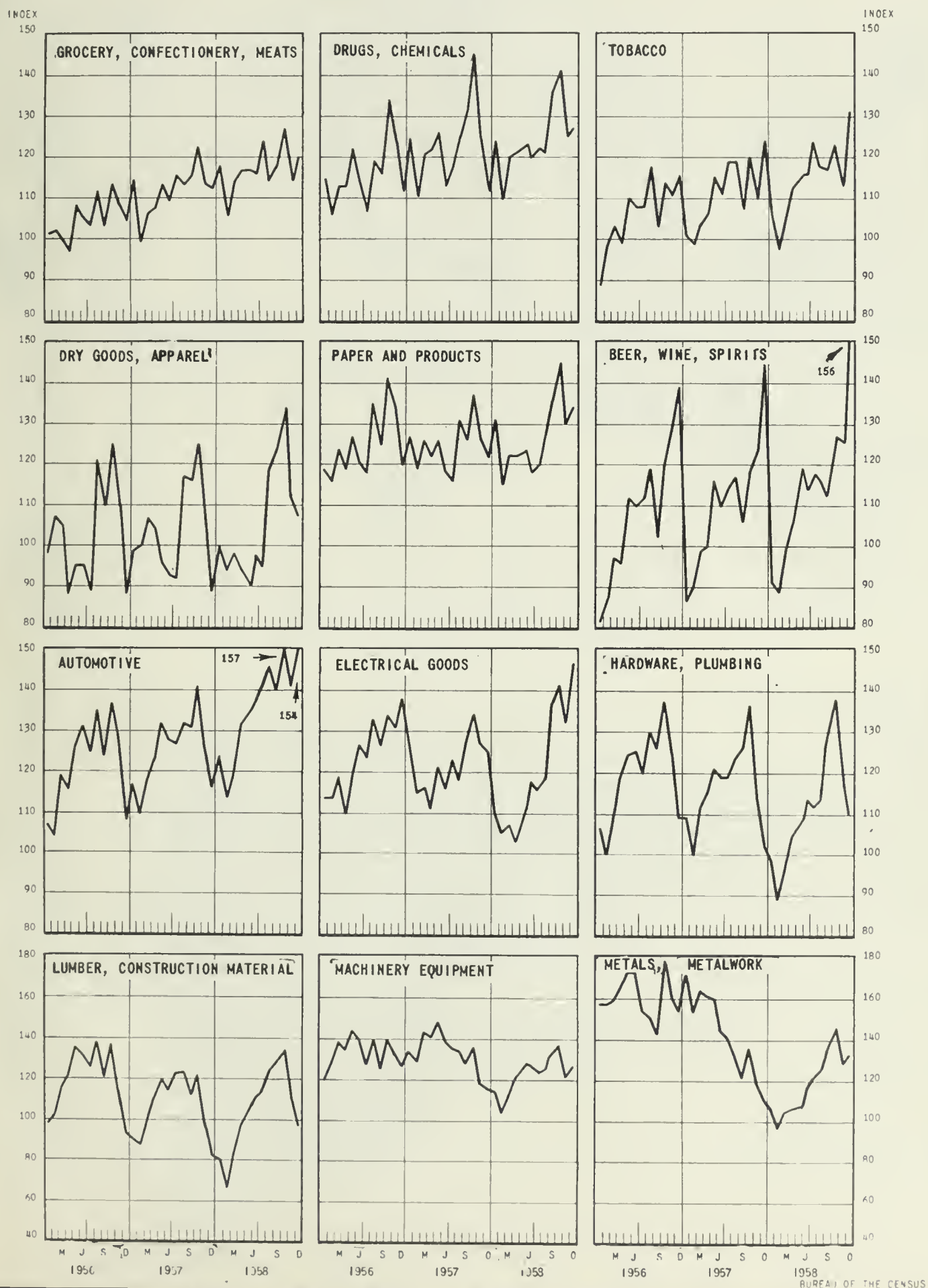
1957 AND 1958

(Sales in millions of dollars)

Kind of business	1958												1957	Total 12 mos.	
	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.	Dec.	1958	1957
MERCHANT WHOLESALERS, TOTAL.....	8,972	8,179	8,863	9,213	9,435	9,480	9,663	9,825	10,336	11,163	10,009	10,423	9,325	115,561	117,953
DURABLE GOODS, TOTAL.....	3,493	3,181	3,501	3,727	3,868	3,972	3,958	4,134	4,395	4,700	4,162	4,241	3,656	47,332	50,450
Automotive wholesalers.....	410	378	394	438	449	453	468	484	463	521	467	510	386	5,435	4,972
Automotive equipment, tire-tube wholesalers.	350	324	337	368	371	376	387	379	389	426	379	391	329	4,477	4,190
Electrical, electronics, appliance distributors	584	558	584	558	590	626	611	631	724	746	695	772	660	7,684	7,695
Electrical apparatus, supplies distributors.	260	263	277	269	292	312	299	298	339	340	322	351	312	3,622	3,733
Electrical appliances, TV, radio sets, electronic parts, distributors.....	323	295	307	289	298	314	318	332	385	406	372	421	349	4,060	3,963
Furniture, home furnishings wholesalers.....	168	170	191	197	192	198	194	218	229	256	226	229	208	2,468	2,475
Furniture wholesalers.....	58	55	59	57	57	62	64	73	75	76	63	68	69	767	816
Home furnishings, floor coverings wholesalers.....	110	114	132	140	135	136	130	144	154	180	163	161	139	1,699	1,660
Hardware, plumbing-heating goods wholesalers..	362	327	356	386	400	416	412	417	465	506	428	404	372	4,879	5,103
Hardware wholesalers.....	165	151	170	184	186	183	181	183	203	216	183	187	164	2,192	2,291
Plumbing, heating equipment, supplies distributors.....	197	176	186	202	214	233	231	235	263	290	245	217	208	2,689	2,812
Lumber, construction materials distributors...	444	364	458	536	585	610	644	684	698	733	611	530	448	6,897	7,026
Lumber, millwork wholesalers.....	242	208	248	277	301	307	328	350	369	378	322	296	232	3,626	3,687
Construction materials distributors.....	202	156	210	258	284	303	317	334	330	355	289	234	216	3,272	3,338
Machinery, equipment, supplies distributors...	954	867	937	1,023	1,074	1,066	1,022	1,053	1,097	1,148	1,014	1,052	963	12,307	13,390
Industrial machinery, equipment supplies distributors.....	442	381	391	419	442	408	395	413	438	458	417	470	457	5,074	6,313
Professional equipment, supplies distributors.....	87	84	91	91	90	95	98	107	111	111	96	94	92	1,155	1,058
Service establishment supply houses.....	113	106	112	117	121	125	116	115	128	135	117	121	106	1,426	1,352
Metals, metalwork (except scrap) distributors.	295	272	291	300	304	327	338	354	382	407	359	374	305	4,003	4,783
Iron, steel and products distributors.....	200	184	197	209	208	226	238	256	271	289	243	250	184	2,771	3,231
Nonferrous metals distributors.....	94	88	94	91	97	100	99	98	111	118	116	123	122	1,229	1,557
Scrap, waste materials dealers.....	223	194	237	232	217	215	214	233	249	277	268	261	212	2,820	4,011
Iron, steel scrap dealers.....	119	108	133	128	111	114	111	130	140	151	155	153	122	1,553	2,583
Waste materials dealers.....	104	86	104	104	106	101	103	103	109	125	113	108	90	1,266	1,433
NONDURABLE GOODS, TOTAL.....	5,479	4,998	5,362	5,486	5,567	5,508	5,705	5,691	5,941	6,463	5,847	6,182	5,669	68,229	67,504
Grocery, confectionery, meat wholesalers.....	1,705	1,512	1,646	1,684	1,688	1,675	1,786	1,645	1,706	1,830	1,643	1,729	1,615	20,249	19,243
General-line grocery wholesalers.....	729	672	688	715	727	706	753	713	750	785	701	726	650	8,665	8,222
Specialty-line grocery wholesalers.....	606	528	612	596	595	620	637	561	574	629	565	597	616	7,120	7,072
Confectionery wholesalers.....	56	51	54	53	54	53	54	53	55	62	58	61	57	664	637
Meat, meat products wholesalers.....	315	262	292	319	312	297	341	319	327	353	320	345	292	3,802	3,319
Farm products (edible) distributors.....	377	353	403	450	446	416	432	380	371	404	387	436	415	4,855	4,757
Poultry, poultry products distributors.....	142	120	136	156	143	134	146	153	156	167	164	170	165	1,787	1,606
Fresh fruit, vegetable wholesalers.....	235	233	267	294	303	282	285	227	215	237	224	266	251	3,068	3,152
Beer, wine, distilled spirits wholesalers.....	429	426	470	501	564	539	560	552	533	603	597	738	683	6,512	6,271
Beer, ale distributors.....	161	151	172	198	226	227	253	245	210	211	191	211	209	2,456	2,462
Wine, distilled spirits wholesalers.....	268	275	298	303	339	312	307	308	323	392	405	526	474	4,056	3,810
Drugs, chemicals, allied products wholesalers.	349	309	336	341	345	338	342	339	381	397	350	358	315	4,185	4,142
Drug wholesalers (general and specialty lines).....	228	202	219	214	215	211	218	215	248	259	227	233	209	2,689	2,642
Industrial chemicals, explosives wholesalers.	100	88	95	100	102	98	94	96	103	109	97	102	85	1,184	1,184
Paint, varnish wholesalers.....	21	19	22	26	28	29	30	29	29	29	26	23	20	311	314
Tobacco distributors.....	284	262	282	302	311	310	332	315	312	330	301	349	332	3,690	3,579
Dry goods, apparel wholesalers.....	475	445	463	446	429	465	451	564	586	635	531	507	424	5,997	5,908
Clothing, furnishings, footwear wholesalers.	161	157	180	163	150	143	160	227	228	247	210	194	149	2,220	2,140
Dry goods wholesalers (general and specialty lines).....	192	174	168	167	164	190	182	207	219	230	189	185	172	2,267	2,370
Paper, allied products wholesalers.....	324	285	300	301	303	291	295	315	336	357	321	330	301	3,758	3,694
Paper wholesalers.....	287	251	264	263	266	255	259	276	295	306	274	281	258	3,277	3,172
Amusement, sporting goods wholesalers.....	85	86	90	99	100	99	100	103	120	127	120	130	124	1,259	1,291
Coal wholesalers.....	103	98	86	71	81	80	67	75	83	90	84	99	100	1,017	1,280
Farm supplies wholesalers.....	123	124	146	160	138	116	109	116	125	122	104	109	96	1,492	1,447

¹ Merchant wholesalers total and group totals include data for some kinds of business not shown separately. Detail may not add to totals due to rounding.

SALES OF MERCHANT WHOLESALERS—KINDS OF BUSINESS
1956, 1957 AND 1958
1954 MONTHLY AVERAGE = 100



DATA IN THIS REPORT ARE NOT ADJUSTED FOR NUMBER OF DAYS IN THE MONTH NOR FOR SEASONAL OR PRICE FLUCTUATIONS

Table 2.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: UNITED STATES, BY KIND OF BUSINESS

DECEMBER 1958

Kind of business	Sales*			Inventory, end-of-month (at cost)		Stock-sales ratios		
	Percent change			Percent change, Dec. 1958 from--		(percent)		
	Dec. 1958 from--		12 mos. 1958	Dec. 1958 from--		Dec. 1958	Dec. 1957	Nov. 1958
	Dec. 1957	Nov. 1958	12 mos. 1957	Dec. 1957	Nov. 1958			
MERCHANT WHOLESALERS, TOTAL.....	+12	+4	-2	-2	-4	121	137	132
DURABLE GOODS, TOTAL.....	+16	+2	-6	-1	-2	168	194	175
Automotive wholesalers.....	+32	+9	+9	+4	-3	184	200	186
Automotive equipment, tire-tube wholesalers.....	+19	+3	+7	+3	-3	198	212	199
Electrical, electronics, appliance distributors.....	+17	+11	0	-6	-8	129	150	156
Electrical apparatus, supplies distributors.....	+13	+9	-3	-9	-5	121	143	145
Electrical appl., TV, radio sets, electronic parts, distributors	+21	+13	+2	-2	-10	137	158	168
Furniture, home furnishings wholesalers.....	+10	+1	0	0	-6	151	177	166
Furniture wholesalers.....	-1	+8	-6	-4	-8	151	189	189
Home furnishings, floor coverings wholesalers.....	+16	-1	+2	+3	-6	151	169	156
Hardware, plumbing-heating goods wholesalers.....	+9	-6	-4	+1	-4	208	231	205
Hardware wholesalers.....	+14	+2	-4	-3	-4	216	244	226
Plumbing, heating equipment, supplies distributors.....	+4	-11	-4	+5	-3	199	216	184
Lumber, construction materials distributors.....	+18	-13	-2	+2	+1	130	147	111
Lumber, millwork wholesalers.....	+28	-8	-2	+7	+4	164	183	149
Construction materials distributors.....	+8	-14	-2	-2	-1	109	124	90
Machinery, equipment, supplies distributors.....	+9	+4	-8	-2	-1	192	205	204
Air conditioning, commercial refrigeration equipment, distributors*	+33	+4	+2	+4	-4	219	281	230
Commercial machines, equipment distributors*	+6	+8	-3	0	0	177	198	190
Industrial machinery, equipment, supplies distributors.....	+3	+13	-20	-1	-1	179	173	202
Professional equipment, supplies distributors.....	+2	-2	+9	+5	-1	184	181	185
Surgical, medical, hospital supply houses*	+8	+11	+5	-1	-1	132	146	159
Service establishment supply houses.....	+14	+3	+5	0	-1	128	145	135
Metals, metalwork (except scrap) distributors.....	+23	+4	-16	-3	+2	222	284	229
Iron, steel and products distributors.....	+36	+3	-14	-4	+2	259	335	265
Nonferrous metals distributors.....	+1	+6	-21	0	+1	94	112	99
Scrap, waste materials dealers.....	+23	-3	-30	+8	-1	91	109	89
Iron, steel scrap dealers.....	+25	-1	-40	+15	0	98	114	94
Waste materials dealers.....	+20	-4	-11	0	-2	81	104	80
Jewelry wholesalers*.....	+23	+16	-2	+10	-1	113	116	127
NONDURABLE GOODS, TOTAL.....	+9	+6	+1	-2	-6	89	100	101
Grocery, confectionery, meat wholesalers.....	+7	+5	+5	+2	-4	69	72	74
General-line grocery wholesalers.....	+12	+4	+5	+2	-5	91	98	99
Voluntary groups*.....	+12	+3	+8	0	-6	79	84	86
Retailer-cooperative*.....	+13	+1	+8	+6	-5	78	84	86
Nonaffiliated*.....	+9	+3	+4	+2	-5	108	116	116
Specialty-line grocery wholesalers.....	-3	+6	+1	-4	-3	68	69	70
Confectionery wholesalers.....	+7	+5	+4	+1	-1	52	56	60
Meat, meat products wholesalers.....	+18	+8	+15	+23	0	21	20	23
Farm products (edible) distributors.....	+5	+13	+2	+1	-5	24	25	28
Poultry, poultry products distributors.....	+3	+4	+11	+7	-1	20	21	21
Fresh fruit, vegetable wholesalers.....	+6	+19	-3	-2	-8	26	27	33
Beer, wine, distilled spirits wholesalers.....	+8	+24	+4	+3	-16	76	80	114
Beer, ale distributors.....	+1	+10	0	+14	-12	47	43	60
Wine, distilled spirits wholesalers.....	+11	+30	+6	0	-18	91	101	147
Drugs, chemicals, allied products wholesalers.....	+14	+2	+1	+1	-5	138	152	145
Drug wholesalers (general and specialty lines).....	+11	+3	+2	0	-5	146	160	164
Industrial chemicals, explosives wholesalers.....	+20	+5	0	+4	-4	103	118	101
Paint, varnish wholesalers.....	+15	-12	-1	+2	-1	244	246	203
Tobacco distributors.....	+5	+16	+3	+7	-11	48	48	63
Dry goods, apparel wholesalers.....	+20	-5	+2	-4	-2	150	190	148
Clothing, furnishings, footwear wholesalers.....	+30	-8	+4	-11	-5	137	201	135
Dry goods wholesalers (general and specialty lines).....	+8	-2	-4	+1	0	164	197	161
Piece goods converters*.....	+11	-1	-4	-6	-1	140	160	144
Paper, allied products wholesalers.....	+10	+3	+2	+1	-2	115	123	125
Paper wholesalers.....	+9	+3	+3	+2	-1	117	123	126
Stationery, wallpaper wholesalers*.....	+14	+4	-1	-2	-8	101	124	112
Farm products (raw materials) merchants*.....	+2	-6	-3	-10	+1	141	188	142
Other nondurable goods wholesalers*.....	+4	+7	-4	-6	-7	108	119	126
Amusement, sporting goods distributors.....	+5	+8	-2	+2	-11	104	113	127
Book, magazine, newspaper wholesalers*.....	+3	0	+5	-11	-6	129	138	127
Coal wholesalers.....	-1	+19	-21	-16	-9	62	89	87
Farm supplies wholesalers.....	+14	+5	+4	+5	+4	215	230	220

* See text, page 8.

r Revised since Advance Release January 29, 1959.

UNITED STATES, BY GEOGRAPHIC DIVISION

SALES OF MERCHANT WHOLESALERS

TWELVE MONTHS 1958 COMPARED WITH TWELVE MONTHS 1957
(Percent change)



STOCKS—SALES RATIOS OF MERCHANT WHOLESALERS IN SELECTED KINDS OF BUSINESS DECEMBER 1958 COMPARED WITH DECEMBER 1957

(Percent)

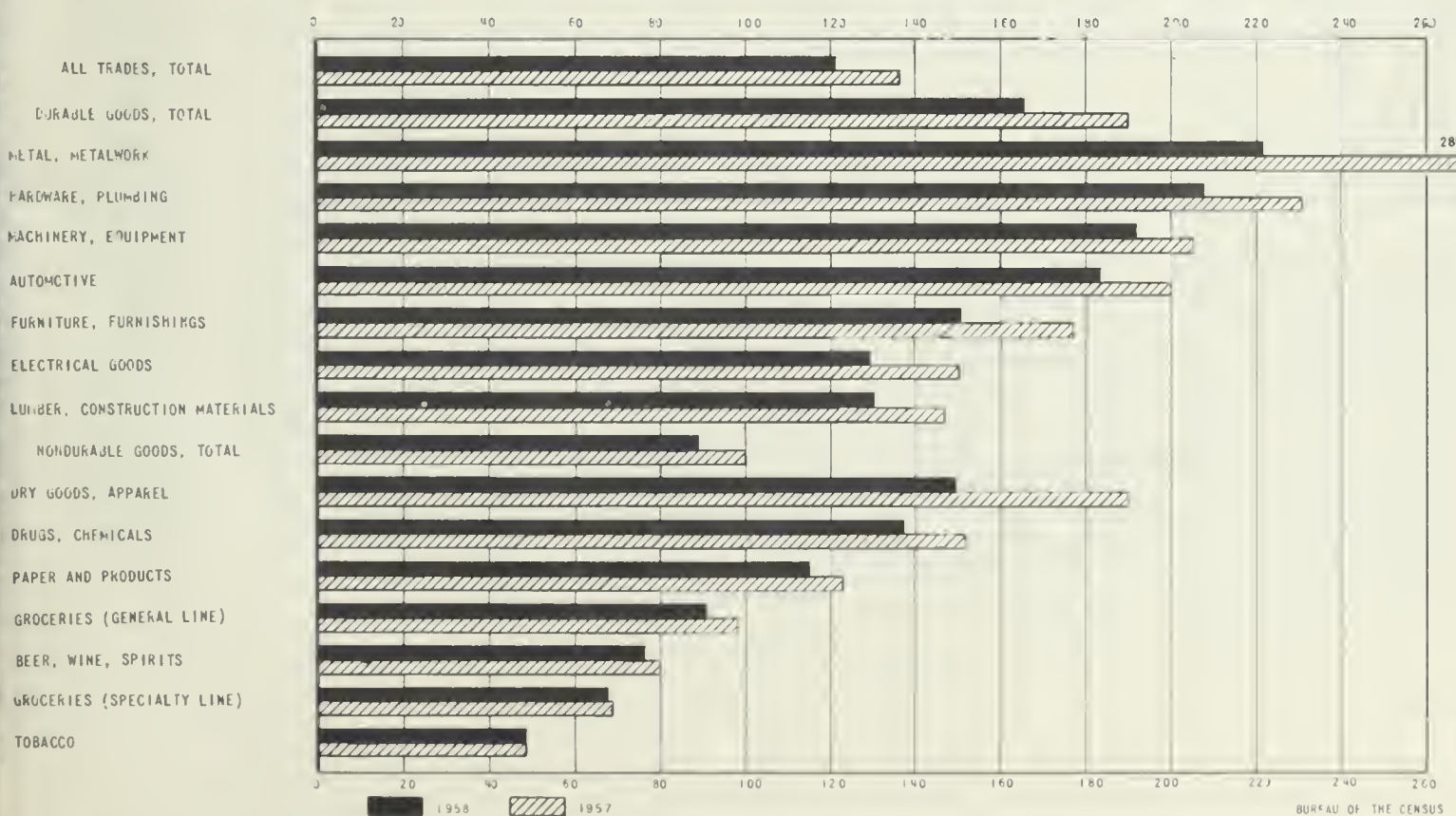


Table 3.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: BY GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS

DECEMBER 1958

Kind of business and geographic division (see map page 5)	Sales*			Inventory, end-of-month		Stock-sales ratios		
	Percent change			(at cost)		(percent)		
	December 1958 from--		12 mos. 1958 from 12 mos. 1957	Percent change, December 1958 from--		December 1958	December 1957	November 1958
	December 1957	November 1958		December 1957	November 1958			
MERCHANT WHOLESALERS, TOTAL.....	+12	+4	-2	-2	-4	121	137	132
New England.....	+14	+10	-2	-8	-6	99	121	115
Middle Atlantic.....	+7	+3	-4	-1	-3	98	111	108
East North Central.....	+12	+5	-4	-1	-4	123	143	134
West North Central.....	+9	-1	+3	-1	-3	128	148	141
South Atlantic.....	+11	+1	0	-2	-4	143	162	150
East South Central.....	+4	+5	-2	-2	-2	174	178	180
West South Central.....	+6	+4	-5	-2	-8	127	147	148
Mountain.....	+18	+7	+4	+1	-3	121	139	133
Pacific.....	+16	+4	+1	-1	-2	127	145	136
Automotive equipment, tire-tube wholesalers.....	+19	+3	+7	+3	-3	198	212	199
New England.....	+10	-8	+2	(X)	+7	119	129	129
Middle Atlantic.....	+30	+13	+7	-6	+4	153	154	150
East North Central.....	+22	+6	-1	-3	-3	201	259	211
West North Central.....	+33	+5	+8	-2	-3	182	240	233
South Atlantic.....	+16	-7	+4	+12	+1	206	186	178
East South Central.....	+13	-5	+7	+13	+1	237	238	224
West South Central.....	+11	-4	+2	+11	-1	232	183	238
Mountain.....	+19	+3	+5	+14	+1	242	248	222
Pacific.....	+24	-1	+4	+4	+1	208	244	204
Electrical apparatus, supplies distributors.....	+13	+9	-3	-9	-5	121	143	145
New England.....	+2	+17	-10	-19	-14	88	111	118
Middle Atlantic.....	+3	-1	-7	-12	-1	111	129	122
East North Central.....	-6	+8	-11	-13	-12	123	136	151
West North Central.....	+6	+15	-8	-12	-5	132	159	162
South Atlantic.....	+15	+15	-7	-3	-6	130	153	156
East South Central.....	-3	+6	-6	-5	+3	173	153	183
West South Central.....	+15	+16	-4	-8	-7	141	175	173
Mountain.....	+29	+21	+8	-1	+4	117	152	148
Pacific.....	+20	+9	+1	-2	-4	109	132	128
Elec. appliances, TV, radio sets, electronic parts distributors...	+21	+13	+2	-2	-10	137	158	168
New England.....	(X)	+9	(X)	-17	+2	128	162	163
Middle Atlantic.....	+10	+9	-7	-1	0	124	145	138
East North Central.....	+17	+14	-7	-8	-8	142	175	173
West North Central.....	+10	+22	-1	-4	+2	127	137	180
South Atlantic.....	+22	+9	-3	0	-10	150	180	183
East South Central.....	+8	+21	-2	-13	-12	163	180	241
West South Central.....	+12	+1	0	0	-11	176	200	206
Pacific.....	+13	+3	0	+1	-10	121	123	144
Furniture, home furnishings wholesalers.....	+10	+1	0	0	-6	151	177	166
Middle Atlantic.....	+6	-9	-3	-2	-7	139	151	129
East North Central.....	(X)	+12	(X)	+5	-5	142	175	182
West North Central.....	+12	+9	-1	+4	-10	193	220	217
South Atlantic.....	+7	+9	+4	(X)	-6	159	171	192
West South Central.....	-8	+10	-6	-12	-10	176	185	225
Mountain.....	+14	(X)	-4	(X)	(X)	(X)	(X)	(X)
Pacific.....	+26	+4	0	-1	-1	139	169	144
Hardware wholesalers.....	+14	+2	-4	-3	-4	216	244	226
Middle Atlantic.....	-2	+9	-8	-9	+2	204	212	219
East North Central.....	+8	+6	-6	-4	-4	203	238	224
West North Central.....	+20	-3	+4	-5	+3	229	282	212
South Atlantic.....	+5	-4	-3	-2	-7	235	242	252
East South Central.....	+10	+1	-3	-3	-9	203	222	222
West South Central.....	+21	+1	-5	-4	-7	260	311	284
Pacific.....	+15	+4	+1	+1	-3	206	239	220
Plumbing, heating equipment, supplies distributors.....	+4	-11	-4	+5	-3	199	216	184
New England.....	(X)	-11	(X)	0	-6	218	208	200
Middle Atlantic.....	-1	-9	-5	-5	-2	196	208	189
East North Central.....	+5	-16	-9	-1	-8	222	239	189
West North Central.....	+20	-12	+9	+6	-5	236	267	203
South Atlantic.....	+10	-6	0	+5	-3	206	217	190
East South Central.....	(X)	0	(X)	(X)	-1	(X)	(X)	(X)
West South Central.....	+21	-11	+1	+8	-1	178	204	170
Mountain.....	(X)	+9	(X)	(X)	(X)	(X)	(X)	(X)
Pacific.....	+19	-4	+2	+14	0	171	183	167
Lumber, construction materials distributors.....	+18	-13	-2	+2	+1	130	147	111
New England.....	-6	+8	-4	+9	+8	100	99	92
Middle Atlantic.....	+21	-21	-4	-2	-1	111	133	91
East North Central.....	+14	-22	-5	+1	+1	162	175	122
West North Central.....	+4	-14	-1	(X)	-1	149	194	129
South Atlantic.....	-1	-14	-1	+13	+4	105	107	90
East South Central.....	(X)	-10	(X)	(X)	+3	113	118	92
West South Central.....	+16	-7	+5	0	+5	161	191	147
Pacific.....	+35	0	+4	(X)	-3	140	180	135

See footnotes at end of table.

Table 3.--TRENDS IN SALES AND INVENTORIES OF MERCHANT WHOLESALERS: GEOGRAPHIC DIVISION, FOR SELECTED KINDS OF BUSINESS--Continued

DECEMBER 1958

Kind of business and geographic division (see map page 5)	Sales*			Inventory, end-of-month		Stock-sales ratios		
	Percent change			(at cost)		(percent)		
	December 1958 from--		12 mo. 1958 from 12 mos. 1957	Percent change, December 1958 from--		December 1958	December 1957	November 1958
	December 1957	November 1958		December 1957	November 1958			
Industrial machinery, equipment supplies distributors.....	+3	+13	-20	-1	-1	179	173	202
New England.....	(X)	-3	(X)	-21	-13	79	161	130
Middle Atlantic.....	+5	+9	-12	+4	-1	200	199	208
East North Central.....	+5	+11	-19	-6	-1	151	182	171
West North Central.....	(X)	-3	(X)	+17	-2	152	214	149
South Atlantic.....	(X)	+12	(X)	-2	-6	178	221	183
East South Central.....	+36	+4	-7	+6	0	193	235	193
West South Central.....	-2	+17	-31	-2	+2	191	186	219
Mountain.....	+1	+16	-16	-7	0	209	296	244
Pacific.....	+5	+10	-13	-8	0	234	255	271
General-line grocery wholesalers.....	+12	+4	+5	+2	-5	91	98	99
New England.....	+6	+7	+5	0	(X)	65	75	66
Middle Atlantic.....	+16	+9	+6	0	-3	115	139	128
East North Central.....	+14	+1	+8	+8	-4	86	91	91
West North Central.....	+9	+3	+7	+2	-4	80	84	86
South Atlantic.....	+8	-2	+6	+3	-9	104	117	111
East South Central.....	+1	+8	+8	+16	-6	105	101	117
West South Central.....	+7	+2	+5	+1	-11	94	99	106
Mountain.....	+14	-4	+6	+9	-7	98	96	101
Pacific.....	+12	+2	+5	+5	-3	75	78	84
Specialty-line grocery wholesalers.....	-3	+6	+1	-4	-3	68	69	70
Middle Atlantic.....	-6	+7	-1	-11	+3	59	56	55
East North Central.....	+14	+9	+4	+13	-4	66	68	76
West North Central.....	(X)	+8	(X)	0	0	(X)	(X)	(X)
South Atlantic.....	-4	(X)	+2	(X)	(X)	(X)	(X)	(X)
East South Central.....	(X)	0	(X)	(X)	-12	(X)	(X)	(X)
West South Central.....	-14	-2	+1	-18	-9	76	79	75
Pacific.....	+2	+6	+3	(X)	+1	63	61	72
Fresh fruit, vegetable wholesalers.....	+6	+19	-3	-2	-8	26	27	33
New England.....	+13	+8	+3	+36	+26	11	9	10
Middle Atlantic.....	+8	+14	-3	+5	-11	15	17	19
East North Central.....	+3	+21	-6	(X)	+2	21	19	26
West North Central.....	+1	+18	+11	-1	-7	40	40	52
South Atlantic.....	+8	+10	0	+1	-5	25	26	29
East South Central.....	+8	+34	-2	+3	(X)	11	11	20
West South Central.....	+3	+9	0	(X)	-18	19	18	23
Mountain.....	+23	+25	+11	+10	(X)	24	25	27
Pacific.....	+5	+9	+1	-21	-15	29	25	36
Drug wholesalers (general and specialty lines).....	+11	+3	+2	0	-5	146	160	164
New England.....	+6	+8	0	+14	-8	165	148	204
Middle Atlantic.....	+1	-4	-3	+3	-5	120	116	122
East North Central.....	+6	+7	-1	+1	-6	149	162	178
West North Central.....	+13	+7	+4	-9	-8	139	167	161
South Atlantic.....	+9	+12	+2	+4	-7	184	193	204
East South Central.....	+11	+8	+3	(X)	(X)	(X)	(X)	(X)
West South Central.....	+10	+13	+3	+2	-5	183	193	238
Mountain.....	(X)	+2	(X)	-8	-1	192	257	200
Pacific.....	+11	+2	+4	-3	0	111	152	110
Tobacco distributors.....	+5	+16	+3	+7	-11	48	48	63
New England.....	+4	+26	+3	+4	-17	49	47	74
Middle Atlantic.....	+7	+17	+6	+3	-13	48	50	66
East North Central.....	+5	+18	+4	+4	-6	41	41	52
West North Central.....	+7	+15	+8	+13	-9	77	65	93
South Atlantic.....	+6	+12	+5	+7	-15	46	46	65
East South Central.....	+10	+12	+10	+22	-5	47	47	54
West South Central.....	+6	+8	+5	(X)	-13	46	34	55
Mountain.....	+15	+17	+6	(X)	(X)	(X)	(X)	(X)
Pacific.....	+21	+18	+12	(X)	(X)	(X)	(X)	(X)
Dry goods, apparel wholesalers.....	+20	-5	+2	-4	-2	150	190	148
New England.....	+8	+11	-2	-19	-6	101	138	135
Middle Atlantic.....	+17	-7	-3	-4	-1	131	172	132
East North Central.....	+8	-10	-6	+1	0	179	195	157
West North Central.....	(X)	-12	(X)	+7	-5	208	258	183
South Atlantic.....	+10	(X)	0	-2	-9	161	193	151
East South Central.....	+19	+2	0	(X)	(X)	(X)	(X)	(X)
Pacific.....	+25	-5	0	(X)	-4	176	203	170

* See text, page 8.

X Withheld due to extreme variability of reported data.

DESCRIPTION OF SAMPLE, ESTIMATING PROCEDURE, AND RELIABILITY OF THE DATA

1. Scope of Survey

This survey is limited to merchant wholesalers, which constitute the major portion of the broad field of wholesale trade, and excludes other types of wholesale trade such as manufacturers sales branches and sales offices; petroleum bulk stations; agents and brokers and assemblers of farm products. All kinds of business in which merchant wholesalers operate are represented in this survey.

Merchant wholesalers are defined in the Standard Industrial Classification Manual issued by the Bureau of the Budget, Executive Office of the President, as "Establishments usually known as wholesalers, merchant wholesalers or jobbers, primarily engaged in buying, taking title to, and where customary, physically storing and handling goods and selling the goods at wholesale principally to retailers and industrial and commercial users. This group also includes industrial and distributors, exporters, and importers, cash-and-carry wholesalers; drop shippers, wagon distributors, etc. The establishments included in this group may perform operations on the goods incidental to the wholesale trading and delivery, such as installing equipment, and fixtures; and collecting and baling waste materials." Firms which, in addition to merchant wholesale establishments, operate other types of establishments, e.g., retail, manufacturing, etc., report in this survey only for their merchant wholesale establishments. A description of each kind-of-business classification shown in this report is included on pages 10 through 12.

2. Sample Design

Firms reporting in the survey are part of a probability sample representing merchant wholesalers in all kinds of business. The sample, which includes over 17,000 firms (about 26,000 establishments) is drawn from two sources: (1) 1954 Census of Business lists representing all wholesalers (with paid employees) in business in 1954 and (2) Bureau of Old Age and Survivors Insurance (BOASI) lists of wholesalers (with paid employees) entering business (or requesting new Employer Identification Numbers) since 1954. The sample is supplemented twice a year for new firms on the BOASI lists.

The reporting panel includes a fixed panel of about 1,400 very large firms reporting monthly and four rotating panels each containing about 3,900 smaller firms which report every fourth month. In any given month, the total reporting panel includes about 5,300 firms.

The number of firms selected in the sample for each kind of business varies from 150 to 650 firms, depending upon (a) the total number of firms in the trade, (b) and distribution of firms within the trade by sales size, and (c) whether geographic division trends are to be shown for the trade. In those kinds of business for which percentage changes are shown by geographic division, the sample chosen for the national estimates was increased by about 50 percent to provide wider representation by geographic division. In some of these trades, however, data are not shown separately for some geographic divisions because even this increase in the sample size will not provide reliable results in all geographic divisions.

3. Published Data

Sales.--This report includes monthly dollar volume estimates of sales by kind of business for the United States as a whole (Table 1) and sales trends (percent changes) derived from these estimates (Table 2). Sales trends are shown in Table 2 for some detailed kind of businesses for which estimates are not shown separately in Table 1. For these kinds of business (identified by * in Table 2) the trends are based only on the weighted sales of identical firms (i.e., firms reporting data for each of the months for which comparisons are made). Sales trends by geographic division are also shown for selected kinds of business (Table 3). In Table 3, the trends for geographic division are based on

weighted sales of identical firms; however, sales trends at the United States level are derived from the dollar volume estimates shown in Table 1.

Sales include sales of merchandise and receipts from repairs or other services to customers, after deducting returns and allowances, and discounts. Sales of merchandise for others on a commission basis are also included. Local and State sales taxes, and Federal excise taxes are included.

Inventories.--This report presents inventory trends by kind of business for the United States as a whole (Table 2) and by geographic division (Table 3). These inventory trends are based on the weighted inventories of identical firms (i.e., firm reporting data for each of the months compared).

Inventories represent stocks, at cost, of merchandise on hand for sale at the end of the month.

Stock-sales ratios.--These are presented by kind of business for the United States as a whole (Table 2) and by geographic division (Table 3). The stock-sales ratios are percentages derived by dividing weighted stocks, at cost, by weighted sales for only those firms reporting inventories in conjunction with sales in all three periods compared. Excluded from these ratios were all firms which report "zero" inventories (e.g., drop shippers). No adjustment is made in these calculations for the markup of sales, which varies from trade to trade. Stock-sales ratios for previous months shown in the current report may differ from those published in previous reports since the reporting panel varies.

4. Estimating Procedure

Each firm selected in the sample has an assigned weight which reflects its probability of selection in the sample. Large firms are selected with certainty, thus having a weight of one (1). Other firms are sampled at varying rates, depending upon size, with smaller firms having a lower probability of selection and thus a larger weight.

For most firms reporting, data are available for each of three months (current, previous, and year ago). New firms reporting provide data for at least two months (current and previous). Sales and inventory figures reported for each firm are multiplied by its weight (the reciprocal of its probability of selection) and the results summarized to obtain the dollar volume estimates, percentage changes and stock-sales ratios shown in this report.

Volume estimates.--The summation of the weighted reports of sales for each monthly panel provides unbiased dollar volume estimates, by kind of business, for two months--the current month and the preceding month. However, the published estimate is a "composite" of two estimates (a) the unbiased estimate for the current month obtained from the summation of the current month reports and (b) a ratio estimate obtained by multiplying the "composite" estimate for the previous month by the ratio of the current month unbiased to previous month unbiased estimates obtained from the summation of the current reports. The unbiased estimate (a) receives a weight of .3 while the ratio estimate (b) receives a weight of .7. The resulting weighted average provides "composite" estimate of the dollar volume of sales considerably more reliable than either of the two estimates taken alone.

Percentage changes.--Two types of percentage change figures are presented in this report, viz., (1) percentage changes derived from dollar volume estimates (2) percent changes based on the weighted data from identical firms (i.e., those reporting data for each of the months for which comparisons are made). The percentage changes based on identical, however, should not be regarded as an unbiased measure of percentage change. Since only those establishments reporting in both periods compared are included, the net change due to births and deaths is not reflected in the ratio shown.

DESCRIPTION OF SAMPLE, ESTIMATING PROCEDURES, AND RELIABILITY OF THE DATA--Continued

5. Reliability of the Data

Estimates based on a sample are subject to sampling variability and thus are not expected to be in exact agreement with a complete census taken with the same enumeration procedures. For all trades combined, the sampling variability of the "composite" sales estimates for any individual month, is about one percent at the one sigma level. That is to say, the chances are about two out of three that the estimated sales shown would be within about one percent of the results of a complete enumeration.

Sampling errors have been computed by kind of business for each of the monthly estimates of sales in 1958 and, for the ratios of current month to previous month sales and current month to year-ago sales, for four months--December 1957, May 1958, September 1958, and October 1958. Sampling errors are themselves subject to sampling variability and thus should be regarded as giving a general rather than exact idea of the variability due to sampling. They may also vary as a result of seasonal or cyclical fluctuations.

Table 4 presents the range of the sampling errors during 1958 and their medians. The sampling errors for individual months, however, are available upon request.

Evaluation of the sampling variability of the ratio based on weighted identicals has not been completed. However, where these ratios are based on a small number of reports (viz., trends by geographic division) the sampling variability is usually quite high.

These measures do not include biases that may arise from other nonsampling errors, such as failure of respondent to submit correct figures or to submit a report in time for tabulation. In preparing the dollar volume estimates, an estimate is included for those firms that fail to respond. To the extent that the estimates for these firms may differ from the actual figures, nonresponse affects the reliability of the dollar volume estimate. As a result, dollar volume estimates are not published separately in a few trades where the nonresponse rate was considered too high to provide reliable level estimates. Approximately 10 percent of the total sales are imputed for nonresponse.

Table 4.--SAMPLING VARIABILITY--MONTHLY ESTIMATES OF SALES OF MERCHANT WHOLESALERS, BY KIND OF BUSINESS

Kind of business	Sampling error of monthly dollar value of sales--1958		Sampling error of the ratio of current month sales compared to--				Kind of business	Sampling error of monthly dollar value of sales--1958		Sampling error of the ratio of current month sales compared to--			
			Previous month sales		Year-ago sales					Previous month sales		Year-ago sales	
	Range	Median	Range	Median	Range	Median		Range	Median	Range	Median	Range	Median
MERCHANT WHOLESALERS, TOTAL....	0.8-1.2	1.0	0.6-0.6	0.6	0.6-0.9	0.8	NONDURABLE GOODS, TOTAL.....	1.2-1.7	1.3	0.9-1.1	1.0	1.0-1.4	1.2
TABLE GOODS, TOTAL.....	1.2-1.8	1.4	0.6-0.8	0.8	1.2-1.6	1.4	Grocery, confectionery, meat.....	2-3	2	1-2	1	2-3	2
Automotive.....	4-9	4	2-4	3	3-7	4	General-line grocery.....	2-3	2	1-2	1	2-2	2
Automotive, equipment, tire-tube..	2-4	4	2-3	2	3-3	3	Specialty-line grocery.....	4-10	7	2-3	3	5-7	6
Electrical, electronics, appliances	3-5	4	1-2	2	2-4	3	Confectionery.....	4-7	5	3-4	3	3-5	4
Electrical apparatus, supplies...	2-4	3	2-3	2	2-4	3	Meat, meat products.....	5-6	6	2-4	4	2-4	4
Electrical appliances, TV, radio sets, electronic parts.....	4-8	7	2-3	2	4-6	5	Farm products (edible).....	3-4	3	2-2	2	2-3	3
Furniture, home furnishings.....	3-5	3	2-3	2	3-3	3	Poultry, poultry products.....	5-7	6	3-4	3	5-6	5
Furniture.....	4-7	6	2-4	3	5-7	6	Fresh fruit, vegetables.....	3-5	4	2-4	3	3-3	3
Home furnishings, floor coverings	3-5	4	2-4	3	3-5	4	Beer, wine, distilled spirits....	2-4	3	1-2	2	2-3	2
Hardware, plumbing-heating goods...	1-2	2	1-2	1	1-2	2	Beer, ale.....	3-6	4	2-3	3	2-4	2
Hardware.....	2-3	2	1-2	1	2-3	2	Wine, distilled spirits.....	3-4	4	2-3	3	2-4	3
Plumbing, heating equipment, supplies.....	3-4	3	2-2	2	2-4	3	Drugs, chemicals, allied products.	2-3	2	1-2	2	2-2	2
Lumber, construction materials....	2-3	2	2-2	2	2-4	3	Drugs (general, specialty lines)	2-5	3	2-2	2	2-3	3
Lumber, millwork.....	3-6	5	2-4	3	3-6	4	Industrial chemicals, explosives	3-6	5	2-4	3	3-5	4
Construction materials.....	3-6	4	2-3	2	3-5	4	Paint, varnish.....	4-6	4	2-3	3	3-4	4
Machinery, equipment, supplies....	2-5	3	2-2	2	2-3	2	Tobacco.....	2-3	2	2-2	2	2-3	2
Industrial machinery, equipment, supplies.....	3-6	5	2-4	3	4-6	4	Dry goods, apparel.....	2-5	3	2-2	2	2-5	3
Professional equipment, supplies.	4-6	5	2-5	3	5-6	5	Clothing, furnishings, footwear.	4-9	6	3-6	5	5-7	6
Service establishment supplies...	3-7	5	2-3	3	4-7	4	Dry goods (general, specialty lines).....	4-7	5	2-5	4	4-6	5
Metals, metalwork (except scrap)...	2-4	3	2-3	2	3-4	4	Paper, allied products.....	2-3	3	1-2	2	2-3	2
Iron, steel and products.....	3-6	4	3-6	3	4-7	5	Paper.....	2-3	3	2-2	2	2-3	2
Nonferrous metals.....	3-5	4	1-2	2	3-6	5	Amusement, sporting goods.....	4-6	5	3-4	3	3-6	4
Scrap, waste materials.....	4-5	5	2-3	2	4-5	4	Coal.....	3-7	4	1-2	2	2-4	2
Iron, steel scrap.....	4-8	7	3-4	4	6-6	6	Farm supplies.....	5-8	7	2-4	3	5-8	6
Waste materials.....	6-10	8	2-4	3	6-9	8							

Note: The use of sampling errors shown above is illustrated by the following computation: Multiply the median sampling error by the estimate whether it is a dollar volume estimate or a ratio. Add and subtract the resulting product from the published estimate. The resulting range of the estimate is expected to include the "expected value" (that is, the value which could be obtained from a complete enumeration) about two out of three times. Doubling the median sampling error and repeating the above process will give a range which will include the "expected value" about 19 out of 20 times.

To illustrate the computation of these ranges for monthly dollar volume estimates, consider the estimate made for all durable goods in May 1958. The published estimate is \$3,868 million while the median sampling error shown for this month is 1.4 percent or .014. Multiplying \$3,868 million by .014, we obtain \$54 million. Thus,

the chances are two out of three that the "expected value" of the estimate is between \$3,814 and \$3,922 million. Doubling the given median sampling error gives us the limits, \$3,760 to \$3,976 million, which will contain the "expected value" 19 out of 20 times.

As an example of the use of these median sampling error data with ratios, consider the ratio of change from April 1958 to May 1958 for all durable goods. This ratio of change, obtained by dividing \$3,868 million by \$3,727 million, is 1.04 (it can also be expressed as a 4% increase). The median sampling error of this statistic is 0.8 percent (.008). Multiplying 1.04 by .008, we obtain .008 as the standard error of the ratio. There is a probability of two out of three that the "expected ratio" is contained in the range 1.03 to 1.05 (that is, that the April to May change was between a 3% and 5% increase), while there is a probability of 19 out of 20 that the "expected ratio" is contained in the range 1.02 to 1.06.

DESCRIPTION OF KINDS OF BUSINESS

All kinds of business in which merchant wholesalers operate are represented in this survey. The kinds of business shown in this report parallel broad classifications used in the 1954 Census of Business covering wholesale trade. Each establishment in this survey has been assigned a kind-of-business classification based upon its trade designation and an analysis of its sales by commodity lines as reported to the Bureau of the Census. A description of each kind-of-business classification in this report is given below.

DURABLE GOODSAutomotive wholesalers

Motor-vehicle distributors.--Merchant wholesale establishments primarily engaged in selling new and used passenger automobiles and similar motor vehicles, road-type trucks, truck tractors, busses, trailers, and semitrailers to dealers or to fleet operators, industrial accounts, and to commercial users. Dealers in road-type trucks, truck tractors, and truck trailers are included here on the basis of kind-of-goods sold. (Not shown separately in the accompanying table.)

Automotive equipment, tire-tube wholesalers.--Merchant wholesale establishments--frequently referred to as jobbers in this trade--primarily engaged in selling automotive equipment, accessories, parts, tires, tubes and garage equipment and tools.

Electrical, electronics, appliance distributors

Electrical apparatus, supplies wholesalers.--Merchant wholesale establishments selling a general line of electrical equipment and apparatus; wiring supplies and construction materials; lighting fixtures and lamps; radio and television sets and accessories; electric refrigerators and other electrical appliances and specialties; and electronic parts and equipment; and those primarily engaged in selling such electrical equipment and apparatus; wiring supplies and construction materials, and lighting fixtures and lamps, as conduits and fittings, interior wires and cables, wiring devices, safety switches, poles, crossarms, pole-line hardware, outside wires and cables, residential, commercial, and industrial lighting fixtures, and incandescent and fluorescent lamps. Establishments specializing in the sale of electrical prime movers and other electrical power equipment for the generation, transmission, or utilization of electric energy are also included.

Electrical appliances, TV, radio sets, electronic parts distributors.--Merchant wholesale establishments primarily engaged in selling such electrical appliances and specialties as radio and television sets, dish washers, electric refrigerators, electric ranges, washing machines, ironers, radio and television parts and accessories, home freezers, sewing machines, hot water heaters, electric irons, percolators, clocks, hotplates, vacuum cleaners, etc., and electronic tubes, electronic replacement parts and accessories, and transmission and sound equipment.

Furniture, home furnishings wholesalers

Furniture wholesalers.--Merchant wholesale establishments primarily engaged in selling home or office furniture--wooden, metal or other.

Home furnishings, floor coverings wholesalers.--Merchant wholesale establishments primarily engaged in selling household china, glassware, and earthenware; floor coverings (carpets, rugs, linoleums, etc.); antique home furnishings; and miscellaneous home furnishings such as brooms, brushes, curtains, draperies, pictures and picture frames, window shades, kitchen utensils, phonograph records, and musical instruments.

Hardware, plumbing, heating goods wholesalers

Hardware wholesalers.--Merchant wholesale establishments selling a general line of merchandise sufficiently broad to service retail hardware stores and the hardware departments of other outlets--general-line hardware wholesalers; and establishments primarily engaged in selling builders hardware, heavy hardware, shelf or light hardware, and hardware

specialties such as tools, cutlery, bolts, nuts, rivets, screws, padlocks, keys, and the like--specialty-line hardware wholesalers.

Plumbing, heating equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling plumbing and heating equipment and supplies such as plumbing fixtures, including sanitary ware; steam and hot water heating boilers, radiators, parts, and fittings; stoves, ranges, furnaces, and other types of heating apparatus (except electric); oil burners; gas appliances and supplies; plumbing pipe, valves, and fittings; and plumbers brass goods.

Lumber, construction materials distributors

Lumber, millwork wholesalers.--Merchant wholesale establishments primarily engaged in selling lumber and millwork such as rough, dressed, and finished lumber; sheathing, siding, flooring, shingles, plywood, veneers, doors, sashes, frames, interior woodwork and trim.

Construction materials distributors.--Merchant wholesale establishments primarily engaged in selling such construction materials as brick, tile, and terra cotta; cement, lime, and plaster; building glass; sand, gravel, and crushed stone, ready-mixed concrete; roofing, siding and insulation; and stone, slate, concrete products, and building board.

Machinery, equipment, supplies distributors

Air conditioning, commercial refrigeration equipment distributors.--Merchant wholesale establishments primarily engaged in selling commercial refrigeration equipment (including electric) such as refrigerators, display cases, freezers, dispensers, water coolers, food locker equipment; and those selling air conditioning and ventilating equipment and supplies, including fans, blowers, and accessories. Establishments specializing in the sale of commercial refrigeration components and accessories are also included in this classification.

Commercial machines, equipment distributors.--Merchant wholesale establishments primarily engaged in selling office machines and equipment (except furniture) such as adding machines, typewriters, addressing, duplicating, sealing, computing, stapling, accounting, and statistical machines; restaurant and hotel equipment such as coffee urns, steam tables, china, glassware, silverware, linens, and related items; store machines and fixtures such as display fixtures, show racks, pricing equipment, cash registers, scales, meat slicers and grinders, coffee grinders, etc.; and such related equipment as florists' supplies, theater supplies and equipment, and parking meters. Establishments primarily engaged in selling to users are included, as well as those selling to dealers.

Industrial machinery, equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling machinery, equipment, and supplies to manufacturing and mining concerns. Included here are establishments selling industrial machinery; industrial belting, hose, and packing; machine tools, mine and mill supplies; oil well and oil refining supplies; printing machinery and supplies; industrial rope, cordage, and twine; industrial materials, handling equipment; power transmission equipment; and machinery and equipment for such industries as food products, woodworking, shoe manufacturing, tanning, textile, and paper and pulp.

Professional equipment, supplies distributors.--Merchant wholesale establishments primarily engaged in selling dental supplies (chairs, sterilizers, cabinets, instruments, dental gold and alloys, waxes, teeth, and the like); religious supplies (church goods and religious articles such as statuary, vestments, fonts, candles, religious pictures, calendars, literature, etc.); school equipment and supplies (desks, blackboards, chalk, rulers, wall and globe maps, etc.); optical goods; surgical, medical, hospital supplies, and equipment; artists supplies; engineering instruments and supplies; and supplies for other professions.

Surgical, medical, hospital supply houses.--Merchant wholesale establishments primarily engaged in selling surgical and medical instruments; doctors apparatus and equipment; orthopedic appliances; artificial limbs; operating room and other hospital equipment; X-ray machines and accessories and other scientific instruments used by physicians and in hospitals.

Service establishments, supply houses.--Merchant wholesale establishments primarily engaged in selling barber and beauty supplies; laundry, dry cleaning equipment, supplies (washing, drying, ironing, and pressing machines; laundry soaps and chemicals; dry cleaning fluids, marking equipment, etc.); shoe service supplies and equipment; undertakers supplies (caskets, burial vaults, burial garments, embalming chemicals and preparations, and other morticians and funeral equipment); upholsterers supplies (fabrics, leather and fillings, and other types of supplies used in the upholstery trade); and miscellaneous service equipment, such as janitors' supplies, furriers' supplies, bootblack's supplies, and hat cleaners' supplies.

Other machinery, equipment supplies distributors (not shown separately in accompanying table).--Merchant wholesale establishments primarily engaged in selling (a) transportation equipment such as aircraft and aeronautical equipment, supplies; railroad equipment, supplies; marine equipment, supplies; and other transportation equipment and supplies; (b) construction machinery, equipment such as road building machinery, excavating and dredging machinery, derricks, cranes, hoists, and winches; and related construction equipment as pneumatic hammers, concrete construction clamps and forms, scaffolding, chutes, and wheelbarrows--but not construction materials, and (c) farm-garden machinery, equipment (including tractors) used in the preparation and maintenance of the soil, the planting and harvesting of crops, and other operations and processes pertaining to agriculture; dairy machinery and equipment, such as milking machines and cream separators; poultry equipment, such as incubators, brooders, and feeders and irrigation equipment.

Metals, metalwork (except scrap) distributors

Iron, steel, and products distributors.--Merchant wholesale establishments usually referred to as steel warehouses--primarily engaged in selling iron and steel products such as semifinished forms and shapes, plates, sheets, strips, bars, structural shapes, piling, nails, tubular products, wire products, forgings and castings. Steel warehouses of firms operating steelworks and rolling mills are also included here.

Nonferrous metals distributors.--Merchant wholesale establishments primarily engaged in selling nonferrous metals and metalwork such as aluminum, copper, tin, brass, lead and zinc.

Scrap, waste materials dealers

Iron, steel scrap dealers.--Merchant wholesale establishments primarily engaged in assembling, breaking up, sorting, and selling all forms of iron and steel scrap.

Waste materials dealers.--Merchant wholesale establishments primarily engaged in assembling, sorting, and selling such waste materials as nonferrous scrap metals, waste paper, rags, wiping cloths, textile wastes, scrap rubber, and other waste and salvage materials. Scrap iron and steel may be handled as secondary lines.

Jewelry wholesalers

Jewelry wholesalers.--Merchant wholesale establishments primarily engaged in selling a general- or specialty-line of jewelry such as clocks and watches; precious stones and metals; watch materials, jewelers supplies; costume jewelry; and miscellaneous items such as silverware, plated ware, medals, trophies, semiprecious stones, and insignia.

NONDURABLE GOODS

Grocery, confectionery, meat wholesalers

General-line grocery wholesalers.--Merchant wholesale establishments handling a general line of dry groceries and

processed foods usually sold in retail grocery stores, such as canned foods, flour, sugar, coffee, tea and spices, as well as such nonfood items as household chemicals, soaps and detergents, paper products, brooms, brushes, etc. Voluntary group wholesalers, retailer-cooperative warehouses, and cash-and-carry depots are included, as well as nonaffiliated general-line grocery wholesalers.

Specialty-line grocery wholesalers.--This classification includes two general types of merchant wholesale establishments: Those handling a combination of grocery items, no one item predominating, but not a sufficiently broad line of commodities to be classified as "general line"; and those primarily engaged in selling specialized lines of groceries and related products, such as canned foods; coffee, tea, and spices; dairy products; dried fruits and nuts; frosted and frozen foods; fish and seafood; bakery products; packaged breakfast cereals; flour; cooking oils and shortening; and soft drinks.

Confectionery wholesalers.--Merchant wholesale establishments primarily engaged in selling candy, chewing gum, popcorn, potato chips, salted nuts, fountain fruits and syrups, and related items. Cigars, cigarettes, and other products are also frequently handled as secondary lines.

Meat, meat products wholesalers.--Merchant wholesale establishments primarily engaged in selling fresh, frozen, cured or processed (but not canned) meats, lard, and other edible meat products. Secondary lines such as butter, cheese, eggs, dressed poultry, vegetable shortening, and canned meats are frequently handled.

Farm products (edible) distributors

Poultry, poultry products distributors.--Merchant wholesale establishments primarily engaged in selling live or dressed poultry, eggs, and related products. Establishments primarily engaged in dressing poultry are considered manufactures.

Fresh fruit, vegetable wholesalers.--Merchant wholesale establishments primarily engaged in selling fresh fruits, vegetables, berries, melons, and related items.

Beer, wine, distilled spirits wholesalers

Beer, ale distributors.--Merchant wholesale establishments primarily engaged in selling beer, ale, porter, stout and other fermented malt liquors, soft drinks, confectionery, tobacco, wines, and spirits are frequently handled as secondary lines.

Wine, distilled spirits wholesalers.--Merchant wholesale establishments primarily engaged in selling wines, whiskey, gin, rum, brandy, and other spirits, including neutral spirits and ethyl alcohol used in blending. Merchants who bottle and sell wines and distilled spirits manufactured in bulk by others, liquor departments of drug wholesalers, and State-operated wholesale outlets are included. State depots primarily engaged in supplying State liquor stores, however, are not included in wholesale trade.

Drugs, chemicals, allied products wholesalers

Drug wholesalers (general and specialty lines)

General-line drug wholesalers (not shown separately).--Merchant wholesale establishments engaged in selling a full line of drugs, pharmaceuticals, proprietary medicines, druggists rubber good, cosmetics, toiletries, drug sundries, and related merchandise. Cooperatives and voluntary group wholesalers handling a full line of drugs are also included in this classification. Liquor departments of drug wholesalers, however, are included with "Wines and distilled spirits wholesalers."

Specialty-line drug wholesalers (not shown separately).--Merchant wholesale establishments primarily engaged in selling proprietary medicines, toilet preparations, and articles such as drugs, perfumes, cosmetics, powders, shaving preparations, toilet soap, dentifrices, combs, brushes, mirrors, medical glass, bandages, rubber goods, and antiseptics.

Industrial chemicals, explosives wholesalers.--Merchant wholesale establishments primarily engaged in selling such

industrial and heavy chemicals as coal-tar chemicals, plastics, compressed and liquefied gases (except LP gas), acids, ammonia, soda, industrial alcohols, explosives, dye-stuffs, naval stores, etc. Concerns primarily engaged in selling pyrotechnics and ammunition for small arms are included in "Amusement and sporting goods wholesalers."

Paint, varnish wholesalers.--Merchant wholesale establishments primarily engaged in selling paints, varnishes, lacquers, enamels, calcimines, shellac, and stains. Glass, wallpaper, painters supplies, oils, chemicals, and related products are frequently handled as secondary lines.

Tobacco distributors

Tobacco distributors.--Merchant wholesale establishments primarily engaged in selling manufactured tobacco products such as cigars, cigarettes, chewing and smoking tobacco, and snuff. Confectionery, smokers articles, razor blades, playing cards, etc., are frequently handled as secondary lines.

Dry goods, apparel wholesalers

Clothing, furnishings, footwear wholesalers.--Merchant wholesale establishments primarily engaged in selling men's, boys' clothing, and furnishings (including suits, coats, overcoats, work clothing, hats and caps, shirts, ties, and underwear); women's, children's clothing, furnishings, and accessories (including suits, dresses, and skirts); furs and fur clothing; millinery, millinery supplies; shoes and other footwear; work clothing; and related lines.

Dry goods wholesalers (general and specialty lines)

General-line dry goods wholesalers (not shown separately).--Merchant wholesale establishments engaged in selling a diversified combination of lines usually sold in retail dry goods and general merchandise stores, including piece goods, home furnishings, work clothing, dresses, infants' wear, notions, and hosiery. Men's and women's clothing, furnishings, and millinery frequently constitute secondary lines.

Specialty-line dry goods wholesalers (not shown separately).--Merchant wholesale establishments primarily engaged in selling hosiery, underwear, piece goods, knit and lace goods, fancy linen and needlework and notions (thread, tapes, needles, pins, buttons, hair accessories, zippers, and shoe laces).

Piece goods converters.--Merchant wholesale establishments which purchase textiles in the gray or unfinished form, have them dyed and/or finished by others, usually on a contract basis, and sell to the cutting-up trade, garment makers, wholesalers, or retailers. Converters operating bleaching, dyeing, and finishing plants are not considered as merchant wholesalers.

Paper, allied products wholesalers

Paper wholesalers.--Merchant wholesale establishments primarily engaged in selling wrapping paper and other coarse paper; fine paper (writing papers, reproduction paper stock,

cover, text, thin, and other fine papers); newsprint and book paper; paperboard; and converted paper products such as bags, boxes, cups, dishes, towels, napkins, tissues, and bottle caps.

Stationery, wallpaper wholesalers.--Merchant wholesale establishments primarily engaged in selling commercial and social stationery, including envelopes, typewriter and mimeograph paper in cut sizes, file cards and folders; and office supplies such as pens, pencils, writing inks, carbon paper, paper clips, typewriter ribbons, greeting cards, and erasers; and embossed and printed wallpaper for use in covering or decorating interior walls and ceilings.

Farm products (raw materials) merchants

Farm products (raw materials) merchants.--Merchant wholesale establishments primarily engaged in selling cotton, grain, hides, skins, raw furs, livestock, leaf tobacco, wool, mohair, horses and mules, and other inedible products such as broomcorn, moss, hair, feathers, bristles, and fibers. This classification includes merchants (including terminal elevators) primarily engaged in selling raw farm products in marketing centers. Dealers buying such products direct from farmers and assembling them at local production points are classified as "assemblers" and not included here.

Other nondurable goods wholesalers

Amusement, sporting goods distributors.--Merchant wholesale establishments primarily engaged in selling cameras and photographic goods (cameras, parts, and accessories, projection apparatus, enlargers, developing and printing room apparatus and accessories, sensitized unexposed photographic supplies and equipment); sporting goods (toys, games, novelties, fireworks, bicycles, sporting goods, and athletic goods); and other recreation goods such as playground equipment, billiard and bowling equipment and supplies; and hobby goods.

Book, magazine, newspaper wholesalers.--Merchant wholesale establishments primarily engaged in selling books, magazines, periodicals, newspapers, and related items.

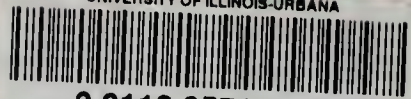
Coal wholesalers.--Merchant wholesale establishments primarily engaged in selling bituminous coal, anthracite coal, and coke. This includes firms with coal yards as well as those selling goods shipped directly from mine to customer.

Farm supplies wholesalers.--Merchant wholesale establishments primarily engaged in selling mixed and other feeds; fertilizers, fertilizer materials, and agricultural chemicals; seeds (farm, garden, and flower); and miscellaneous farm supplies such as hay, straw, and alfalfa.

Merchant wholesalers, n.e.c.--(Not shown separately in the accompanying table.) Merchant wholesale establishments primarily engaged in selling petroleum products, cut flowers and potted plants; forest products except lumber; inedible oils and fats; textiles and materials other than dry goods; industrial yarns; crude rubber; ores; sponges; artificial leather; wood pulp; artificial flowers; and products not elsewhere classified; and establishments handling a line of merchandise too broad to be included in any of the classifications outlined above.



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